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Oil, Paint and Drug Reporter

THE CHEMICAL MARKET AUTHORITY

SINCE 1871

Volume 136 NOVEMBER 13, 1939 Number 20

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Specific Gravity—2.6
Color—White
Structure—Crystalline, small uniform particle size
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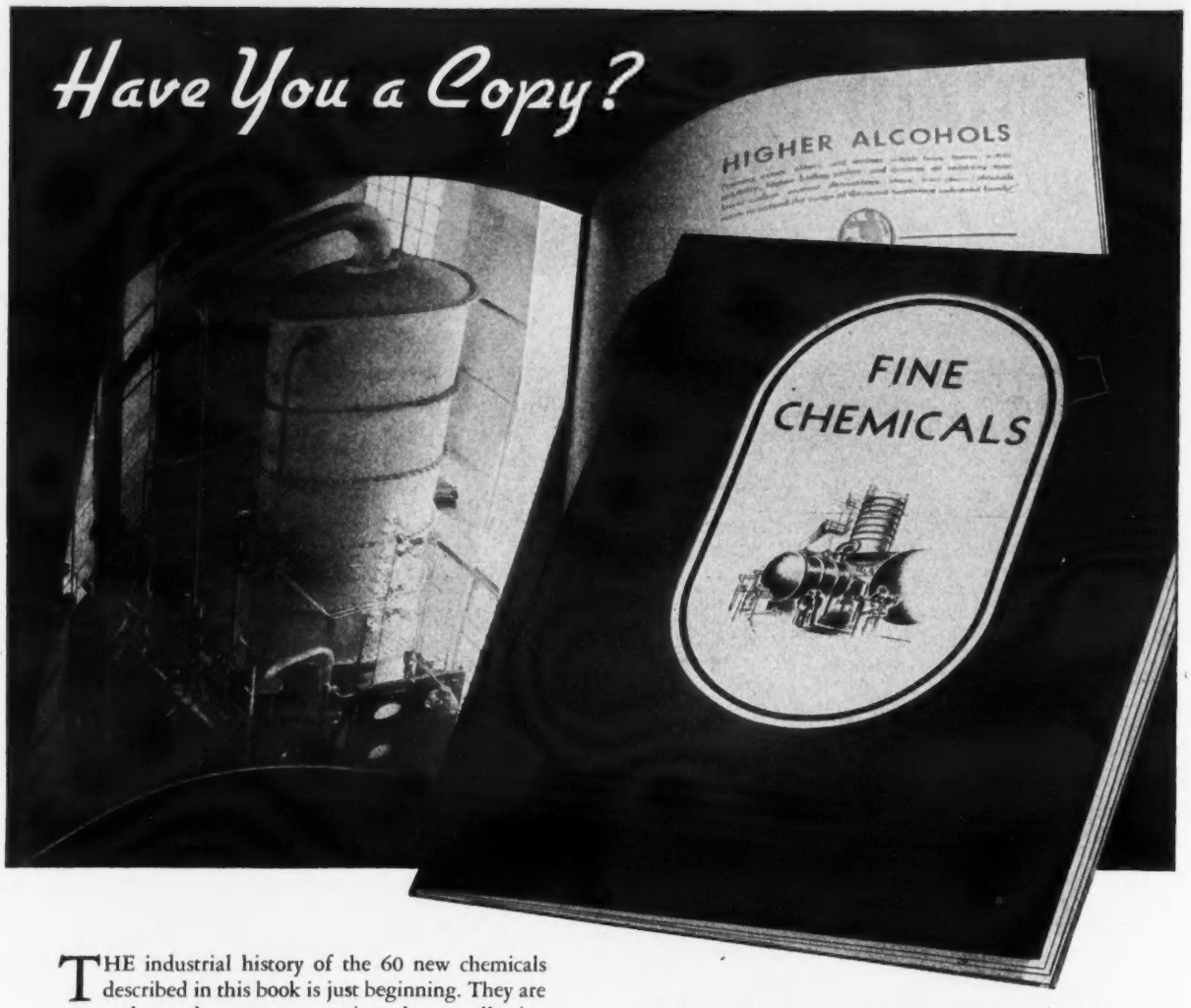

THE industrial history of the 60 new chemicals described in this book is just beginning. They are so new that we have not, as yet, given them a collective name—the term "Fine Chemicals" being adopted from our plant men. Once rare and costly curiosities with valuable properties, these so-called "fine" chemicals, including members of ten organic families, should not be considered laboratory reagents but rather as important commercial products. Many of them are being shipped in 5- and 10-drum lots and several in tank-car quantities.

Their properties, specifications, and applications have been compiled for the first time to make this attractive new book. Its 32 pages are filled with myriads of new product ideas, new means for process savings, and new ways to meet the changing needs of industry. For instance, Morpholine, one of the sixteen new amines described, has made it possible for manufacturers of floor wax to produce a product that is unaffected by wet-mopping. Also included is a complete list of 150 products of Carbide and Carbon Chemicals Corporation with their physical properties tabulated for quick reference—a veritable summary of commercial aliphatic chemistry.

Everyone interested in keeping up with the newer things in synthetic organic chemistry should have this book. A request on your company letterhead to the Fine Chemicals Division will bring you a copy.

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Oil, Paint and Drug Reporter

Founded 1871 by William O. Allison

Member: Audit Bureau of Circulations

Volume 136 | NOVEMBER 13, 1939 | Number 20

NOV 13

Production Conference Convenes Nov. 15-16

Representatives of the leading industries in the United States will gather in Chicago November 15 and 16, to attend the production conference of the American Management Association, where current problems in factory operation will be discussed, and the latest strides toward increasing industrial efficiency reviewed. The sessions will be held in the Palmer House.

All types of current production problems bearing on building design, reduction of unit costs, plant lighting, air conditioning, work-place environment, and other aspects, will be discussed. A chief topic of discussion will be how to make the best possible use of existing plant facilities, and how to provide for flexible expansion through the best choice of new facilities.

Making the keynote address, Raymond S. Perry, vice-president of the Ingersoll Milling Machine Company and vice-president of the American Management Association's production division, will discuss the question:—"Are You Ready for Expansion?" He will consider such matters as whether expansion necessarily means new facilities and how the slack can be taken out of production methods.

Other topics will be presented in talks by seven or more industrial leaders, and these and many related subjects will be considered in general discussions.

Oil Control Need Argued in Hearing

OPD Washington Bureau
November 10, 1939

A parade of government officials, headed by Harold L. Ickes, Secretary of the Interior, laid the groundwork for support of legislation for Federal control of oil production at hearings this week before a house subcommittee investigating the petroleum industry.

The hearings are being conducted by a subcommittee of the house committee on interstate and foreign commerce headed by Representative William P. Cole, jr., of Maryland, who headed a similar investigation of the industry in 1934. Under a house resolution the subcommittee is bringing down to date its 1934 report on petroleum reserves and conservation methods. While the subcommittee is making a general study, most of the testimony has a direct bearing on the bill (H.R. 7372), introduced by Representative Cole toward the close of the last session of Congress at the request of the Department of the Interior, which would give the Federal government power to fix standards for drilling and production to promote conservation.

Not all the witnesses gave wholehearted endorsement to the Cole bill, some of them admitting under questioning that there are doubts regarding its legality and technical application. Members of the committee appear to be quite skeptical of the merits of the bill, and some of them expressed the opinion while questioning witnesses that the oil industry is more in need of Federal legislation affecting marketing than it is of Federal control of production.

Secretary Ickes strongly urged passage of the Cole bill on the ground that it is a Federal duty to prevent avoidable waste of an essential resource in the public interest. Recent failure of oil control bills in Illinois and California, he said, makes it unlikely that States will be able to prevent waste, and he outlined provisions of other conservation laws to show that many States have not gone far enough. He insisted that the bill could not be used to regulate consumer prices and said he would approve any other sound plan for conservation which the committee might be able to evolve.

Among the witnesses heard were Alfred G. White, chief economist of the

—Continued on page 29

Drug Conference To Meet Dec. 2

OPD Washington Bureau
November 8, 1939

The National Drug Trade Conference will hold its annual meeting Saturday, December 2, in the Washington hotel here.

The call was issued today by the executive committee after a brief meeting at which it was voted to ask the constituent organizations to propose new subjects for discussion in addition to the scheduled committee reports.

U.S. Grasshopper Control Headquarters in Denver

OPD Washington Bureau
November 7, 1939

General headquarters of the Federal grasshopper control work will be established at Denver, Colo., it was announced today by Dr. Lee A. Strong, Chief of the Bureau of Entomology and Plant Quarantine of the U. S. Department of Agriculture, under whose direction these operations are conducted. The Denver office will be established as soon as the final details of the 1939 control operations and the completion of the fall egg survey will permit. Denver was selected as new headquarters because it is centrally located among the twenty-four infested Western States in which control of these pests is necessary. A district headquarters will be maintained at Minneapolis. The Denver headquarters will be in charge of Dr. W. E. Dove as field project leader and under the field directorship of Dr. Claude Wakeland, who also acts in similar capacity over the Salt Lake City headquarters for Mormon Cricket control. The new headquarters will permit of closer collaboration between the two projects. Office space at Denver has been obtained in the Insurance Exchange building, 810 Fourteenth street.

Neutrality Law, Proclamations Not Expected to Cut Imports

OPD Washington Bureau
November 8, 1939

The new neutrality law and proclamations issued under it during the past few days will have important effects on American foreign trade but are not expected to interfere seriously with the supply of imported raw materials.

Important provisions of the new law as they affect foreign trade are that American-flag vessels are forbidden to call at ports of belligerent countries in the North Atlantic, forbidden to go to neutral ports in the northern European combat area, and before clearing for any port must file with collectors of customs information as to their ports of destination and the nature of and consignees of their cargoes. No commodities of any nature may be exported to anyone in a belligerent country (except Canada) on credit until all right, title, and interest of American citizens has been passed to some foreign government, corporation, or national.

Vessels Are Restricted

The law prohibits American vessels from going to belligerent countries in the North Atlantic in a zone extending north and east of a line from Nova Scotia south almost to the Bermuda Islands, and across the Atlantic just north of the Canary Islands and touching Africa at about the boundary between French Morocco and Spanish Rio de Oro. Thus American vessels can trade with neutral countries in the Mediterranean but not French and British possessions in that area, but they may trade with British and French possessions in other parts of the world, except Nova Scotia and Newfoundland, and may, for example, continue to call at ports on the Gold Coast of Africa for palm oil and manganese ore.

Under authority of the neutrality law President Roosevelt has issued a proclamation defining the combat area in the vicinity of the British Isles, extending from just south of Bergen, Norway, to Bilboa, Spain, and including all of the Baltic Sea, North Sea, English Channel, and most of the Bay of Biscay. American-flag vessels are forbidden to enter this zone even when bound for neutral ports. These restrictions apply to tankers and other vessels which are not common carriers, as well as to regular freight and passenger liners.

The requirement that all title must pass before goods may be exported to any belligerent country does not specifically require cash payment, as goods may be given away, but it requires the exporter to file a declaration that he has no further interest in the goods and specifies that the United States government will not support any claim of an American citizen resulting from the loss of such exports. As originally introduced the neutrality bill would have permitted the extension of ordinary commercial credit for not to exceed ninety days, but this provision was deleted before the bill was enacted. The cash payment provision may work considerable hardship on exporters, and particularly on American companies with subsidiaries in belligerent nations.

Arms Embargo Repealed

The law repeals the embargo on the exportation of arms, ammunition, or implements of war to belligerents, but continues in effect the system of licensing manufacturers and exporters of such commodities by the National Munitions Control Board and the Department of State. The President is given the power, on recommendation of the Munitions Control Board, to designate commodities classified as arms, ammunition, or implements of war subject to the license system, but the law provides that until the President otherwise declares the license system shall apply only to commodities so classified under the previous neutrality law. The existing list covers only articles which are of a strictly military nature and

—Continued on page 28

DCAT Will Meet And Elect Nov. 21

The Drug, Chemical and Allied Trades Section of the New York Board of Trade will hold its forty-ninth annual meeting November 21 in the Hotel Pennsylvania, this city. Reports of the year's activities will be made, and there will be an election for members of the executive committee.

Plans for the arrangement of the annual meeting were laid November 9 at a meeting of the executive committee under the direction of William D. Barry, of Mallinckrodt Chemical Works, chairman of the section. These schedule a dinner, at $2.50, before the business session and set 6:30 p.m. as the starting time.

Scheduled topics of discussion include the following:—How will 1940 affect your business? Does the public know what your industry is doing for its benefit? What is required under the new food, drug, and cosmetic act? What does the neutrality act mean to you? Is your trade association fulfilling its purpose?

Price Movement Investigation To Be Carried On by TNEC

OPD Washington Bureau
November 6, 1939

A continuing study of commodity price movements was begun today by the Temporary National Economic Committee in response to President Roosevelt's suggestion that TNEC maintain constant surveillance on price movements during the war period.

The committee released a staff study of the movements of commodity prices, particularly imported materials, since the outbreak of the European war, but specifically stated that the summary implies no judgment whatsoever as to the merits of the particular price increases. At the same time the chairman, Senator Joseph C. O'Mahoney of Wyoming, announced the procedure which TNEC will follow in its price study.

General hearings will be scheduled late this month to provide a foundation for future studies of specific commodity prices. These hearings will be of an exploratory character and will be divided into two sections. One section will be devoted to reports by government experts on prices during the World War of 1914-18, the price situation at present, the Federal laws applicable to price control, the inventory situation, the effect of pyramiding on prices, how prices of basic commodities effect retail prices, the relation of concentration of economic power to price movements, and similar matters. The other section of the hearing will be devoted to spokesmen for trade associations who will be given an opportunity to suggest methods for preventing unjustified price rises.

At the conclusion of these general hearings studies will be started on specific commodities as the occasion appears to warrant. The chairman said that the committee fully expects that there will be few instances of price raises without justification, and that business will cooperate in assisting in the analysis of all situations where any doubt may arise.

The committee has no authority to take legal action in connection with unjustifiable price raises, but the principal purpose is to provide a forum in which price movements in the unusual conditions now known to exist may be open to public knowledge. The chairman made it plain that the committee is not seeking violations of law but is merely pursuing its objective study of price movements in industry as effected by the European situation.

Under the procedure outlined by TNEC the Bureau of Labor Statistics will watch price movements and make special investigations upon receiving complaints. If it develops that there has been an unusual price movement a check will be made with the Department of Commerce to judge whether there is a special inventory situation which might account for the price raise. If the increase is still unexplained further checks will be made with the United States Tariff Commission to see if conditions in foreign trade may be accountable. Thereupon the situation will be discussed with the Federal Trade Commission and the Department of Justice and such other agencies and experts in the government as may have pertinent information.

—Continued on page 31

Export Managers to Discuss Neutrality Act Problems

The Export Managers Club of New York will hold a get-together luncheon in the Hotel Pennsylvania, this city, November 14. The guest speaker will be J. C. Rovensky, vice-president of the Chase National Bank, who will speak on export problems arising from the passing of the neutrality act.

Closing Market Developments

(November 10, 1939)

London Closing Cable

London, Nov. 10, 1939

Quotations on sulphate of ammonia were higher at £7 8s per ton in six ton lots for home consumption. Carnauba wax was 255s per hundredweight. Quicksilver, $110 per flask, ex-warehouse; second-hands, £29 to £30.

Santonin Advanced

Prices on santonin were higher at the close of last week. The market was very firm at $130 to $132 per kilo.

Government Crop Report

The November government crop report, issued late on Friday, put the soybean crop at 79,689,000 bushels; flaxseed 17,439,000 bushels; peanuts 1,147,245,000 pounds; corn 2,591,065,000 bushels.

Saccharin in Export Demand

Export inquiries for saccharin have increased substantially and late last week there was a large order cabled here from Holland. Reports indicated that those in receipt of export business have been usually unable to place the orders with the producers in this country.

Silicate Prices Released for 1940

A leading producer announced contract prices for first quarter of 1940 on silicates as follows:—Soda metasilicate, granular, car lots, works, $2.35 per 100 pounds; soda sesquisilicate, car lots, works, $2.90 per 100 pounds and soda silicate, 40 degree, 60c. in tankcars. Other grades of silicates will be carried forward into early 1940 at current levels.

Potash Exports Temporarily Halted

The possibility of a shortage in the available supply of potash for domestic agricultural use has prompted major producers of that fertilizer material in the United States to temporarily suspend export shipments.

It was reported by one producer, the Potash Company of America, Baltimore, that the suspension of exports met with the full approval of the government. It was pointed out that such a step meant a great sacrifice on the part of the companies, in view of the fact that the foreign market commands prices far above those prevailing in this country.

"Despite this, however," the Potash Company of America further stated, "we conceive it to be not only our moral, but our patriotic duty to fulfill domestic requirements before accepting export orders."

All other producers last week expressed similar sentiments and stated that the Potash Export Association, formed a little more than a year ago to represent the companies in the export trade, had temporarily ceased accepting orders. Dean Clark, secretary of the association, pointed out, however, that the organization had not ceased to function, but was accepting foreign inquiries and attempting to keep open foreign consumption channels until such time as trade can be resumed.

Vitamins May Be Sold By Grocers in Indiana

Indianapolis, Nov. 7, 1939

Vitamin A-B-D-G capsules are accessory food factors, not drugs, and therefore can be sold by grocers, according to a decision by Judge Herbert Spencer in the Superior Court of Marion County, in an action in which the Kroger Grocery & Baking Company sought a declaratory judgment to set aside the Indiana Board of Pharmacy's regulation which restricted the sale of vitamin preparations to drug stores.

The case is the first in which the status of vitamins has been decided. An impressive group of professional and scientific experts was presented by the Indiana Board of Pharmacy in its effort to convince the court that vitamin preparations were drugs. The Kroger company presented a group of authorities in the field of nutritional research who testified that vitamins are food essentials, just as carbohydrates, fats, proteins, and minerals are. They brought out the fact that nutrition workers are especially concerned about the thousands of what are called "borderline" cases, that is, people who suffer bad effects because they do not have enough of certain vitamins, although they do not show actual symptoms of any deficiency disease.

Chemical Prices Gain Strength

Price conditions in the markets for heavy and fine chemicals were reversed last week, and strengthening was noticeable in some divisions. Changes were mostly on the advance side, where a number of important items were listed.

Buying as a whole was steady, and there was an increasing call from export markets, but not much business was done there because of the volume of domestic demand. Consumers continued to add to their inventories of various materials, but sellers were gradually catching up on deliveries.

Prices were advanced on European quicksilver, anhydrous chloride of alumina, red arsenic, silicofluoride of ammonia, domestic fluorspar, superphosphate, quinine and its salts, quinine-urea hydrochloride, santonin, medium grades of gum rosin, J1 and J2 myrobalans, ground sumac, cottonseed meal, imported bones, and Japanese sardine scrap.

Prices were reduced on Straits tin, tetrachloride of tin, gum turpentine, pale grades of gum rosin, sumac leaves, and dried blood and feeding tankage locally.

The REPORTER'S composite index number of prices for heavy and fine chemicals was not appreciably affected, remaining at 127.8 (100=average at August 1, 1914). In comparison with average prices in 1926 (as 100), the REPORTER'S index number is now 90.5, compared with 88.8 at this time last year and 90.2 in 1937.

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Oil, Paint and Drug Reporter, Volume 136, No. 20, November 13, 1939. Published weekly by Oil, Paint and Drug Publishing Company, Inc., 59 John Street, New York, U.S.A. Annual subscription prices:—United States and possessions, Cuba, Mexico, Central America, and South America, $5; Canada and Newfoundland, $7; other countries, $10. Entered as second-class matter January 15, 1884, at the Post Office at New York, N. Y., under the Act of March 6, 1879.

A.C.S. Nominees For President Selected

Twelve candidates have been nominated for the presidency of the American Chemical Society. The nominees will be voted upon in a poll by mail of the society's 24,000 members. The four receiving the largest number of votes will go before the council, governing body of the society, for election.

The winner will become president-elect of the society on January 1, 1940, and president on January 1, 1941. Dean Samuel Colville Lind, of the Institute of Technology of the University of Minnesota, now president-elect, will be president during 1940, succeeding Prof. Charles A. Kraus of Brown University. The list of candidates follows:—

Harold S. Booth, of Western Reserve University, Cleveland; S. M. Cadwell, director of the development division of the tire department of the U. S. Rubber Company, Detroit; W. M. Clark, of the Johns Hopkins University, Baltimore; M. L. Crossley, director of research of the Calco Chemical Company, Bound Brook, N. J.; G. J. Esselen, president of Gustavus J. Esselen, Inc., Boston; W. L. Evans, chairman of the department of chemistry of Ohio State University, Columbus; F. C. Frary, director of research of the Aluminum Company of America, New Kensington, Pa.; P. K. Frolich, director of the chemical laboratories of the Standard Oil Development Company, Elizabeth, N. J.; H. N. Holmes, head of the department of chemistry of Oberlin College, Oberlin, Ohio; H. G. Knight, chief of the Bureau of Agricultural Chemistry and Engineering, Washington, D. C.; Townes R. Leigh, acting vice-president of the College of Arts and Sciences of the University of Florida, Gainsville, Fla; Robert E. Swain, executive head of the department of chemistry of Stanford University, Palo Alto, Calif.

The society will also elect four councilors-at-large. The following have been nominated for this office:—

F. E. Bartell of the University of Michigan, Ann Arbor; Mr. Frolich, A. W. Hixson, Columbia University; V. K. LaMer, Columbia University; Edward Mack, jr., head of the department of chemistry of the University of North Carolina; C. E. K. Mees, vice-president of the Eastman Kodak Company, Rochester; J. H. Nair, assistant director of the research laboratories of the Borden Company, Syracuse; W. A. Noyes, jr., University of Rochester; W. T. Read, Rutgers University, New Brunswick, N. J.; R. E. Rose, director of the technical laboratory of E. I. du Pont de Nemours & Company, Wilmington; and H. I. Schlesinger, executive secretary of the department of chemistry of the University of Chicago.

Penna. Salt Co. to Build New Philadelphia Plant

November 10, 1939

After nearly seventy-five years on its present site in Philadelphia, the Pennsylvania Salt Manufacturing Company announces that it is moving its Philadelphia plant to a new location more suitable for an expansion program planned for some time, according to statement by Leonard T. Beale, president of the company. In making this announcement Mr. Beale said:—

The sale recently made of its 62-acre waterfront property at Delaware and Oregon avenues, said to be the largest real estate transaction in Philadelphia in ten years, is the first step of the Pennsylvania Salt Manufacturing Company in its plans to relocate its Philadelphia plant operations to provide more suitable manufacturing facilities.

Our Philadelphia plant is one of our manufacturing units extending from coast to coast which produce various heavy chemical products and specialties. For some time we have felt that our Philadelphia property at Delaware and Oregon avenue was unsuitable for our expansion program. We have therefore decided to relocate our Philadelphia operations on a new site in the Philadelphia metropolitan area where more adequate space and facilities will enable us to produce new products now under development, in addition to continuing the production of certain chemicals now being made at our Philadelphia plant.

Our research laboratory and pilot plant operations, which for some years have been badly cramped in the present location, will also be moved to the new site where ample space will be provided for expansion in this important phase of the company's work. Our executive, accounting, and sales offices will remain as at present at 1000 Widener building, Philadelphia.

British Fair Cancelled

The British Department of Overseas Trade has announced that the British Industries Fair, which was to have been held in London and Birmingham in February, 1940, has been cancelled.

Cube Patent Decision Stands in High Court

OPD Washington Bureau
November 6, 1939

The Supreme Court of the United States today refused to review a decision of the United States Circuit Court of Appeals for the Seventh Circuit holding invalid the Dennis patent for the manufacture of a vermifuge and insecticide in powdered form from the root of cube plants found in South American countries. The circuit court had found the patent invalid because of prior use of the product and process in foreign countries as shown by published descriptions even though the foreign publications describing the use were not known in the United States at the time the application for the patent was filed.

In this action the American Cube Syndicate and the American Crop Protection Company charged infringement of the Dennis patent by Agicide Laboratories, Milwaukee, in the use of ground cube root as an insecticide. The claims of the patent are many, but the defense contended that there was no invention in them and that they did not in language cover their use of the ground root, but were limited, if basically valid, to cube root from which the fibrous matter had been extracted.

The United States District Court in Milwaukee held that the patent was valid; but this decision was reversed by the appellate court.

U.S. Gets Indictments On 'Fixed' Bid Charges

OPD Washington Bureau
November 9, 1939

The Department of Justice today announced that as a result of the general investigation under the antitrust laws of trade practices in the building industry which is currently being conducted by the antitrust division of the Department of Justice, a Federal grand jury is sitting at Pittsburgh, Pennsylvania, today returned a number of indictments charging electrical contractors with a conspiracy to defraud the United States in connection with bids on contracts for public works.

It is charged that instead of competing for these contracts the defendants collusively arranged their bids so that the work was arbitrarily distributed among them and the government was deprived of a competitive price.

Dr. R. E. Wilson Receives Chemical Industry Medal

The Chemical Industry Medal for 1939 was presented to Dr. Robert E. Wilson, president of the Pan American Petroleum & Transport Company, at a joint meeting of the American section of the Society of Chemical Industry, the New York section of the American Chemical Society, and the New York section of the American Institute of Chemical Engineers, held in the Chemists Club, this city, November 10. Dr. Thomas Midgley, jr., spoke on the personal side of the medallist's life, and Dr. Bruce K. Brown spoke on his technical achievements. James G. Vail presented the medal.

Dr. Wilson, after accepting the medal, spoke on the tremendous quantities of refinery gases produced by cracking in this country for which different uses have been developed, particularly during recent years. The talk was concerned mainly with actual commercial processes rather than possibilities which have only been demonstrated in the laboratory. For the production of the basic aliphatic chemicals, they stand in much the same position as coaltar does for the aromatics. In addition, many new catalytic processes have been developed for producing high antiknock gasolines, special aviation fuels, and other synthetic products which, in volume at least, are even more important to the petroleum industry than the more strictly chemical uses.

State Oil Control Bill Voted Down in California

California voters last week decisively rejected a referendum to establish State control over oil production which President Roosevelt and former President Herbert Hoover both endorsed. Returns from 10,023 of the total 11,209 precincts in the State showed 1,410,267 votes against the measure and 926,222 for it.

Toilet Goods Ass'n Seeks Product Container Data

In an effort to determine the commercial practice with respect to containers now in use in the cosmetic industry, the board of standards of the Toilet Goods Association has mailed to its membership a questionnaire covering not only collapsible tubes and their cartons, but jars and bottles and their cartons. Fancy perfume bottles are not covered in the questionnaire.

Data as to whether individual products are packed by hand or machinery, whether leaflets are enclosed, and if so, to what an extent, are sought in the questionnaire. Figures are also sought on length of tubes, including closure, diameter, length of clip and dimensions of cartons.

Submission of the questionnaire to its membership, the Toilet Goods Association explained, was predicated on a campaign started by the Food and Drug Administration against "misleading or deceptive containers." At the outset, the association told its membership that the department is confining its efforts principally to immediate containers which are packed and sold in cartons, but the campaign will be continued until practically all products are covered.

The administration, the Toilet Goods Association stated in its notice to members, is acting under the provisions of section 602 (d) of the Federal food, drug and cosmetic act, in which it is stated that a cosmetic shall be deemed to be misbranded "if its container is so made, formed, or filled as to be misleading." Seizures have already been made of shipments of practically every important brand of tooth paste on the basis that the cartons which contained the tubes were so large as to be misleading, and the position has been taken by the department that in all cases tubes must be packed with the clip end in a diagonal position, the association reported.

Chemistry Nobel Prize Won By Butenandt and Ruzicka

Stockholm, Nov. 9, 1939

The 1939 Nobel Chemistry Prize of $40,000 has been awarded by the Royal Academy of Science to Prof. Adolf Butenandt, of Berlin, and Prof. Leopold Ruzicka, of the Swiss Federal Institute of Technology. Dr. Ernest Orlando Lawrence, of the University of California, has been named for the physics prize for his invention and development of the cyclotron, an atom-shattering device, and the results obtained with it.

Venezuela Tariff Bargain Favors Larger Paint Exports

OPD Washington Bureau
November 6, 1939

Under the provisions of the reciprocal trade agreement between the United States and Venezuela, signed today to go into effect provisionally December 16, the rate of duty on ready mixed paints is bound at 0.50 bolivaries per gross kilo and that on varnishes, paints and enamels was reduced from 1.50 to 1.20 bolivares, while the rate on varnishes and lacquers was reduced from 1.20 to 0.80 bolivares. United States exports of paint products to Venezuela amounted to $380,000 in 1938.

The agreement also cuts in half the existing duty of 10 percent ad valorem on treated barbasco or cube root; and cuts in half the present duty of 25 cents per pound on tonka beans. The United States binds on the free list a number of products including cocao or cocoa beans and shells, divi-divi, manures, gutta-balata, and crude barbasco or cube root unmanufactured.

Concessions given United States products by Venezuela include reductions in the duties on hog lard, prepared milk, dietary foods, pharmaceutical and medicinal products, dentifrices, toilet soap, paints, varnishes and lacquers, and polishing and cleaning preparations.

Justification for reduction in the petroleum import taxes was made by the Department of State on the ground of conservation. In analysis of the Venezuelan agreement the department referred to the fact that the United States produces more than 60 percent of the total world output of petroleum, but has 50 percent less than the known reserves, and pointed out that Venezuelan crude oil has a higher percentage of heavy fuel oil and that imports to supply this market will leave the high-grade fuel oil market to domestic producers.

Cube Root

In discussing concessions made by this government the department said:—

The duty on ground barbasco root or cube root is reduced from 10 percent to 5 percent ad valorem in the present agreement.

Barbasco root is not produced in the United States. It grows in tropical and semitropical climates and is found largely in Central and South America. The production of the ground root in the United States is entirely dependent upon imported crude barbasco root which is ground and processed for use in the manufacture of agricultural insecticides.

Crude barbasco root has been duty-free under the tariff acts of 1930, 1922, and 1913. In the present agreement, the duty-free status is bound against change.

Crude barbasco root is not produced in the United States, and most South American countries have passed laws preventing its export, except in a dried or ground condition, in order to prevent its transplantation to other countries.

Imports of the crude root are supplied principally by Peru, Brazil, and Venezuela. In 1938 imports from Venezuela, which totaled 55,000 pounds valued at $8.167, comprised 9 percent of total imports of the root into the United States.

Tonka Beans

The duty on tonka beans is reduced from 25 cents a pound to 12½ cents a pound.

Tonka beans are not produced in the United States and they do not compete with any product of American farms or forests. These beans have an agreeable odor and their principal aromatic constituent, coumarin, is used for scenting tobacco, snuff, confectionery, and liqueurs. The tobacco industry is by far the largest consumer.

Venezuela is the principal producer and exporter of tonka beans. Most of the exports from Venezuela are shipped to Trinidad where they are treated with rum and then reexported to consuming countries. Venezuela and Trinidad together are the principal suppliers of tonka beans imported into the United States; in 1937, the combined imports from these two countries amounted in value to $522,000, and in 1938, to $763,000.

Divi-Divi

Divi-divi, the dried pod of a tree found in tropical America, has been free of duty

—*Continued on page 68*

Latin American Exports Of Drugs Held by U.S.

Exports of medicinals, pharmaceuticals and biological products from the United States to Central America, Cuba, Mexico, and the Caribbean region, except Puerto Rico, declined somewhat in 1938 compared with the preceding year, but were well above the levels of former years, it has been reported by the Chemical Division of the Bureau of Foreign and Domestic Commerce during its analysis of Latin American trade.

Total imports of medicinal products into these areas are estimated at around $12,000,000 annually, a third of which originates in the United States, a similar amount in Germany, and the bulk of the balance in France, the United Kingdom, and Switzerland. In the areas mentioned, it was stated that Germany had made the greatest headway in Mexico, supplying approximately 50 percent of the total amount of medicinals imported into the country, or products valued at around $2,500,000. In Central America proper Germany has been supplying around 25 percent of the total during recent years, and in the Caribbean area less than 20 percent.

—*Continued on page 68*

Fertilizer Supplies Sufficient For U. S. Needs, Says Sanford

Atlanta, Ga., Nov. 8, 1939

Fertilizer manufacturers and agricultural workers were assured today by John E. Sanford, president of the National Fertilizer Association, that the war in Europe will not affect supplies and prices of fertilizer as did the World War, and that there are ample fertilizer materials for the coming season's plantings, in an address at the fifteenth annual Southern convention of the National Fertilizer Association. In 1914 this country was almost entirely dependent upon Germany for potash, he said. Today this country produces in peace time nearly two-thirds of our potash consumption, he added.

In 1914 this country was practically dependent upon Chile for nitrates for plant food and powder. Today synthetic processes for the fixation of nitrogen have been developed, and stocks of nitrate of soda from Chile are already in store. Also the way is open for continued importation, he said. Sulphuric acid, which during the last war was requisitioned for use in munition manufacture, will be available for superphosphate production because of improved methods of making munitions which once required sulphuric acid, he concluded.

Charles J. Brand, executive secretary and treasurer, speaking on "Facing Our Problems," pointed out that, in contrast to the frantic price rises in 1914, at the outbreak of the war in September fertilizer prices, instead of rising, declined. He said that the Department of Agriculture reports farmers paid less for their fertilizer this Fall than they paid last Spring, although the average for all commodities farmers buy has gone up.

Problems inside and outside harass the industry, said Mr. Brand. Outside are continued soil destruction, war abroad, government investigation and competition, and unwarranted political attacks usually based on ignorance of the facts, he said. Inside are inadequate educational work, both from a standpoint of fertilizer use and public relations, injurious business practices causing low profits or actual losses, multiplicity of unnecessary grades, high costs of selling and distribution, underconsumption, particularly of superphosphate, and failure to share in the work carried on by the industry organizations, Mr. Brand concluded.

Clem D. Johnston, vice-president of United States Chamber of Commerce, in an address, "Boundless Business Frontiers," said that he had visited most of the dictator-controlled countries and holds the opinion that nazism, fascism, and communism do not fit into the American economic picture anywhere. He pointed out basic facts of life and business in this country which are at one time bulwarks against isms and opportunities for limitless progress. As business men, he said that we have again learned the old bitter lesson that the laws of supply and demand and the survival of the fittest still stand immutable and that all hopeful attempts to contravene those laws by legislation are foredoomed to failure.

Samuel B. Pettengill, former Congressman from Indiana, urged American business men to take a more active interest in politics and to defend the free enterprise system wherever it is under fire. In commenting upon the

—*Continued on page 68*

Fertilizer Wage Boost In South Aimed

OPD Washington Bureau
November 8, 1939

The Public Contracts Division of the Department of Labor today issued a notice to the fertilizer industry to show cause before November 20 why minimum wages for fertilizer manufacturing in Southern States for fulfillment of government contracts should not be raised to the level of minimum wages prescribed by the wages and hours law.

August 15, 1939, the Secretary of Labor issued a determination of minimum wages in the fertilizer industry under the Walsh-Healey act, fixing a minimum wage of 25 cents an hour in the States of North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, Louisiana, Arkansas, Oklahoma and Texas. October 24, 1939, the fair labor standards act required payment of a minimum wage of 30 cents an hour for all industries engaged in production of goods for interstate commerce. It is not proposed to disturb the secretary's wage determination for other States, which were 30 cents an hour in Virginia, Tennessee, Kentucky, and the Eastern Shore of Maryland and Delaware; 40 cents an hour in Northern and Midwestern States, and 50 cents an hour in the Rocky Mountain and Pacific Coast area.

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CHEMICAL WORKS

Current Market Quotations

November 10, 1939

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When not otherwise indicated, quotations are f.o.b. New York prices on large lots. Price changes and trends are noted in the market reports on other pages, with other informative comment. The locations of the several reports are indicated on page 4.

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A

Acacia (see Gum, Arabic)
Acetal, dms., dlvd.....lb. .75 - 1.00
Acetaldehyde, 99%, dms., 55 & 110 gls., works..lb. .11 - —
5 & 10 gls., works.....lb. .14 - —
Acetamide, CP, kgs., 5,000 lbs., a year, works..lb. .36 - —
200-lb. lots, works.....lb. .38 - —
100 lb. lots, works.....lb. .55 - —
5 to 50-lb. lots, works....lb. .70 - —
tech., kgs., 5,000 lbs. a year, works..lb. .28 - —
200-lb. lots, works.....lb. .30 - —
100-lb. lots, works.....lb. .45 - —
5 to 50-lb. lots, works....lb. .50 - —
Acetanilide, tech., bbls.....lb. .22 - —
95%, bbls.....lb. .29 - —
USP, cryst., bbls., 2,000 lb. lots lb. .32 - —
smaller lots.....lb. .33 - —
dms., 25 lb. lots.....lb. .38 - —
kgs., 2,000 lb. lots.....lb. .33 - —
smaller lots.....lb. .34 - —
powd., bbls., 2,000 lb. lots..lb. .30 - —
smaller lots.....lb. .31 - —
dms., 25 lb. lots.....lb. .36 - —
kgs., 2,000 lb. lots.....lb. .31 - —
smaller lots.....lb. .32 - —
Acetoacetanilide, dms.....lb. .47 - .65
Acetone, C.P., dms., c.l, dlvd..lb. .07 - .07½
l.c.l., dms., dlvd.....lb. .07½- .08
tanks, dlvd.....lb. .06 - .06½
Methyl (see M).
Acetophenone, bots.....lb. 1.30 - 1.45
cns., 25 lbs.....lb. 1.15 - 1.25
dms., 100 lbs.....lb. 1.05 - —
Acetophenetidin, bbls., kgs., 1,000 lbs..lb. 1.00 - —
50 lbs. .....lb. 1.02 - —
25 lbs. .....lb. 1.05 - —
Acid, abietic, dms., c.l., f.o.b. all points in U. S. E of and including Kans., Neb., N.D., Okla., S. D., Texas E. of Austin and Brownsville..lb. .08¾- —
l.c.l., same terms.....lb. .09 - —
Acetic, coml. or redist., 28%, bbls..100 lbs. 2.23 - 2.48
cbys. .....100 lbs. 2.78 - 2.98
56%, bbls.....100 lbs. 4.15 - 4.40
cbys. .....100 lbs. 4.65 - 4.90
70%, bbls.....100 lbs. 5.17 - 5.42
cbys. .....100 lbs. 5.67 - 5.92
80%, bbls.....100 lbs. 5.89 - 6.14
cbys. .....100 lbs. 6.39 - 6.64
glacial, nat., CP., cbys.100 lbs.14.00 - —
99.5%, bbls.....100 lbs. 7.62 - 7.87
cbys. .....100 lbs. 8.12 - 8.37
tanks .....100 lbs. 5.00 - —
USP, bbls.....100 lbs.10.25 -10.50
cbys. .....100 lbs.10.75 -11.00
synth., 99.5%, al. dms., 100 lbs. 8.43 - 8.68
cbys. .....100 lbs. 8.93 - 9.18
USP, al. dms.....100 lbs.10.25 -10.50
cbys. .....100 lbs.10.75 -11.00
pure, 80%, bbls.....100 lbs. 3.28 - 3.53
cbys. .....100 lbs. 3.78 - 4.03
86%, bbls.....100 lbs. 3.66 - 3.91
cbys. .....100 lbs. 4.16 - 4.41
60%, bbls.....100 lbs. 6.15 - 6.40
cbys. .....100 lbs. 6.65 - 6.90
80%, bbls.....100 lbs. 7.68 - 7.93
cbys. .....100 lbs. 8.18 - 8.43

Acetic acid price differentials above are for c.l. and l.c.l. quantities; the prices apply div'd at destination in the following States: Conn., Dela., D. of C., Md., Mass., N. J., N. Y., N. and S. Car., R. I., Penna., and Va. For all other States except Wash., Ore., and Calif., prices are f.o.b. works, frt. equalized.

Acid, acetic, anhydride, dms., c.l., frt. alld..lb. .10¾- .11¼
l.c.l., dms., frt. alld.....lb. .12 - .13
Acetylsalicylic, special, USP, fine cryst., gran., 200-lb. bbls..lb. .45 - —
standard, USP, fine cryst., gran., 20 or 40 mesh, 200-lb. bbls..lb. .40 - —
powd., 80 mesh, 200-lb. bbls..lb. .40 - —
Anthranilic, refd., bbls.....lb. 1.15 - 1.20
tech., bbls.....lb. .75 - —
Arsenous, tech. (see Arsenic, White).
USP, powd., dms., kegs...lb. .22 - .25
Ascorbic, bots., dms.....oz. 2.75 - 3.00
Battery, cbys, c.l., E. works, 100 lbs. 1.60 - —
l.c.l., 25 or more, E. works, 100 lbs. 1.85 - —
10-24, E. works....100 lbs. 1.95 - —
1-9, E. works.....100 lbs. 2.55 - —
Benzoic, tech., bbls., 4,000 lbs. or more..lb. .43 - —
1,000 to 3,900 lbs...?.....lb. .44 - —
900 lbs. or less.....lb. .47 - —
USP, bbls., 4,000 lbs. or more lb. .54 - —
1,000 to 3,900 lbs.....lb. .55 - —
900 lbs. or less.....lb. .58 - .69
dms., 4,000 lbs. or more...lb. .55 - .56
1,000 to 3,900 lbs.....lb. .56 - (57
900 lbs. or less.....lb. .59 - .60
Boric, tech., 99.5%, gran., bbls., contracts, 80 tons, dlvd. ton.106.00 - —
c.l., dlvd.....ton.111.00 - —
l.c.l., ex whse.....ton.118.00 -123.00
powd., bbls., contracts, 80 tons, dlvd., ten..111.00 - —
c.l., dlvd.....ton.116.00 - —
l.c.l., dlvd.....ton.123.00 -138.00
sks., contracts, 80 tons, dlvd..ton.96.00 - —
c.l., dlvd.....ton.101.00 - —
l.c.l., ex whse.....ton.123.00 -138.00
sks., contracts, 80 tons, dlvd..ton.101.00 - —
c.l., dlvd.....ton.106.00 - —
l.c.l., ex whse.....ton.113.00 -128.00

USP, $25 per ton higher.

Butyric, 99%, dms., c.l., S. Charleston, W. Va...lb. .22 - —
l.c.l., same basis.....lb. .23 - —
tanks, same basis.....lb. .21 - —
Broenner's, bbls.....lb. 1.11 - —
Camphoric, cns.....lb. 5.50 - 5.70
Capric, dms.....lb. .14 - .14½
Acid, caproic, dms., works....lb. .35 - .40
Carbolic (see Phenol).
Castor oil, split, dms.....lb. .16½- .17
Chlorosulphonic, dms., c.l., works..lb .0350- —
5-drum lots, works.....lb. .04 - —
single drum.....lb. .05 - —
tanks works.....lb. .03 - —
Chromic, 99%, dms., c.l., dlvd. N. Y..lb. .15¼- —
l.c.l., 5 tons, dlvd. N. Y. lb. .15¾- —
Dms., smaller quantities, dlvd., N. Y..lb. .16¼- .17¼
Cinnamic, refd., bots.....lb. 2.85 - 3.25
Citric, cryst., gran., bbls., car lots..lb. .20 - —
10,000-lb, lots, one shipt. lb. .20½- —
smaller lots.....lb. .21 - —
anhyd., gran., dms., 10,000 lbs., 1 shipt..lb. .23 - —
smaller lots.....lb. .23½- —

Citric acid quotations on powder are ½c. higher than on granular. Keg packing is ½c. higher than barrels. Prices are f.o.b., N. Y. Chicago and St. Louis deliveries are ½c. higher than N. Y.

Cleve's, bbls.....lb. .57 - —
Coconut oil, dms.....lb. .11½- .12
Corn, dist., dms.....lb. .09¾- .10¼
Cottonseed oil, dist., dms....lb. .08¾- .09½
tanks .....lb. .08¼- —
Cresylic, high-boil, dom., c.l., works, frt. equld..gal. .58 Nom.
l.c.l., same basis.....gal. .60 Nom.
Special blends, dom., c.l., frt. equaled..gal. .61 Nom.
l.c.l., same basis.....gal. .63 Nom.
low-boil, dms., c.l., works frt. equaled..gal. .58 Nom.
l.c.l., same basis.....gal. .60 Nom.
imported, pale, dms.....gal. .75 Nom.
Crotonic, bbls., dlvd.....lb. .21 - —
smaller containers, dlvd....lb. .50 - —
Diethylbarbituric (see Barbital)
Formic, dom., seaboard, 90% cbys., f.o.b. stock points, c.l..lb. .10½- —
l.c.l., 25 and over.lb. .11 - —
1-24 .....lb. .11½- —
inland territory, cbys., c.l.lb. .1185- —
l.c.l., 25 and over.....lb. .1235- —
1-24 .....lb. .1285- —
southern territory, cbys., c.l., lb. .1170- .1240
l.c.l., 25 and over.....lb. .1220- .1290
1-24 .....lb. .1270- .1320
Fumaric, bbls.....lb. .75 - —
Gallic, tech., bbls.....lb. .70 Nom.
N. F., VI, bbls., 200 lbs., 5 or more..lb. .77 Nom.
single bbls.....lb. .80 Nom.
fib. dms., 25 lbs.....lb. .81 Nom.
Gamma, bbls.....lb. .85 - —
Gluconic, tech. 50%, bbls., 500 lbs..lb. .20 - —
H, bbls.....lb. .45 - —
Hydriodic, 47%, bots.....lb. 2.30 - —
5-lb. bots.....lb. 2.51 - —
57%, bots.....lb. 2.75 - 2.90
Hydrobromic, 10% dilut., USP, lb. .20 - .21
pure, 34% conct., cbys.....lb. .42 - .44
Hydrochloric (see Muriatic).
Hydrocyanic, cyls, works....lb. .80 - 1.00
Hydrofluoric, 30%, bbls.....lb. .06 - .06½
lead cbys.....lb. .08 - .08½
48%, lead cbys.....lb. .10½- .11
52%, lead cbys.....lb. .11½- .12
60%, lead cbys.....lb. .14 - .14½
Hydronuosilic, 30-35%, 420 lb. bbls..lb. .09 - .09½
Hypophosphorus, USP, 30%, djns..lb. .75 - .80
Lactic, tech., dark, 22%, bbls., c.l., works..100 lbs. 2.50 - —
l.c.l., bbls., works..100 lbs. 2.75 - —
cbys., works....100 lbs. 3.75 - —
44%, bbls., c.l., works, 100 lbs. 5.50 - —
l.c.l., bbls., works..100 lbs. 5.75 - —
cbys., works....100 lbs. 6.75 - —
light, 22%, bbls., c.l., works, 100 lbs. 3.50 - —
l.c.l., bbls., works..100 lbs. 3.75 - —
cbys., works....100 lbs. 4.75 - —
44%, bbls., c.l., works, 100 lbs. 6.50 - —
l.c.l., bbls., works..100 lbs. 6.75 - —
cbys., works....100 lbs. 7.75 - —
50%, edible, 20 and over, bbls., cbys..lb. .10½- .11½
plastic grade.....lb. .12¼- .13¼
5 to 19, edible, bbls., cbys., lb. .11 - .12
plastic grade.....lb. .12¾- .13¾
1 to 4, edible, bbls., cbys., lb. .11½- .12½
plastic grade .....lb. .13¼- .14½
80% 5 and over, bbls., cbys..lb. .21 - .22
1 to 4 bbls., cbys.....lb. .21½- .22½
USP, XI, 85%, cbys.....lb. .43 - .45
USP, VIII, 75%, cbys.....lb. .41 - .43
Lauric, dist., tech., dms....lb. .15¼- .15¾
Laurent's bbls. .....lb. .45 - —
Linseed oil, dark, dms.....lb. .13 - .13½
light, dms.....lb. .14 - .14½
extra white, dist., dms...lb. .14½- .15
Maleic, powd., dms.....lb. .30 - —
anhydride, dms., c.l. .....lb. .25 - —
dms., l.c.l. .....lb. .28 - —
Malic powd., kegs.....lb. .47 - —
Mandelic, bots. .....lb. 2.30 - —
dms., 1,000 lbs...lb. 1.90 - —
smaller lots .....lb. 2.15 - —
Mixed, tanks, nitric unit...lb. .05 - .06
sulphuric unit .....lb. .0085- .009
Molybdic, kgs., works.....lb. .95 - 1.10
Monochloroacetic, tech., bbls.lb. .15 - .18
Monosulphonic, bbls. .....lb. 1.50 - —
Muriatic, 18°, cbys., c.l., E. works..100 lbs. 1.50 - —
l.c.l., 25 and over, E. works..100 lbs. 1.75 - —
10 to 24, works..100 lbs. 1.85 - —
1 to 9, works..100 lbs. 2.45 - —
tanks, works.....100 lbs. 1.05 - —
Acid, muriatic, 20°, cbys., c.l., E. works..100 lbs. 1.75 - —
l.c.l. 25 and over, works, 100 lbs. 2.00 - —
10 to 24, works..100 lbs. 2.10 - —
1 to 9 works..100 lbs. 2.70 - —
tanks works .....100 lbs. 1.15 - —
22°, cbys., c.l., E. works.. 100 lbs. 2.25 - —
l.c.l., 25 and over, works, 100 lbs. 2.50 - —
10 to 24, works..100 lbs. 2.60 - —
1 to 9, works....100 lbs. 3.20 - —
tanks, works .....100 lbs. 1.65 - —
cryst., gran., bbls., car lots..lb. .21 - —
6-lb. bots.....lb. .18½- —
consumers, cbys.....lb. .08 - —
6-lb. bots.....lb. .20 - —
Myristic, dist., dms.....lb. .18¼- .18¾
Naphthenic, dom., acidity, 160, dms., c.l., works..lb. .11 Nom.
l.c.l., dms., works.....lb. .11½ Nom.
tanks, works.....lb. .10½ Nom.
200-220, dms., c.l., works..lb. .09½ Nom.
l.c.l., dms., works.....lb. .10 Nom.
tanks, works.....lb. .09 Nom.
240, dms., c.l., works.....lb. .14 Nom.
l.c.l., dms., works.....lb. .14½ Nom.
tanks, works.....lb. No prices
Nicotinic, 25-lb. cns.....lb.15.00 -15.50
5-lb. bots.....lb.16.50 - —
1-lb. bots.....lb.17.00 - —
Nitric, 36°, cbys., c.l., E. works, 100 lbs. 5.00 - —
l.c.l., 25 and over, E. works..100 lbs. 5.25 - —
10 to 24, works..100 lbs. 5.35 - —
1 to 9 works..100 lbs. 5.95 - —
38°, cbys., c.l., E. works.. 100 lbs. 5.50 - —
Western works...100 lbs. 5.75 - —
l.c.l., 25 and over, E. works..100 lbs. 5.75 - —
10 to 24, works..100 lbs. 5.85 - —
1 to 9, works..100 lbs. 6.45 - —
40°, cbys., c.l., E. works.. 100 lbs. 6.00 - —
l.c.l., 25 and over, E. works..100 lbs. 6.25 - —
10 to 24, works..100 lbs. 6.35 - —
1 to 9, works..100 lbs. 6.95 - —
42°, cbys., c.l., E. works.. 100 lbs. 6.50 - —
l.c.l., 25 and over, works 100 lbs. 6.75 - —
10 to 24, works..100 lbs. 6.85 - —
1 to 9, works..100 lbs. 7.45 - —
C.P., USP., dealers, cbys...lb. .11¼- —
7-lb. bots.....lb. .22½- —
consumers, cbys.....lb. .13 - —
7-lb. bots.....lb. .24 - —
Oleum (see sulphuric fuming).
Oxalic, dom., bbls., c.l., works, lb. .10¾- —
10,000 lbs., and over....lb. .11 - —
smaller quantities.....lb. .12 - .14
Palm oil, white, dist., dms..lb. .07½- .08
tanks .....lb. .07 - —
Phenylacetic, bots.....lb. 1.75 - 3.00
Phosphoric, ortho, tech., 50%, cbys..lb. .06 - —
75%, cbys.....lb. .07½- —
USP, 85%, s. g. 1.710 cbys., 180 lbs..lb. .12 - —
50%, s. g., 1.347 cbys., 70 lbs..lb. .12 - —
djns., 25 lbs.....lb. .15 - —
10%, dilut., cbys., djns..lb. .07 - .07½
Picramic, kgs.....lb. .63 - .70
Picric, bbls .....lb. .35 - —
Propionic ref., cbys., works..lb. .25 Nom.
dms., works.....lb. .22 Nom.
tech., cbys., works.....lb. .20 Nom.
dms., works.....lb. .16 Nom.
Pyrogallic, tech., lump, powd., bbls..lb. 1.05 Nom.
cns. .....lb. 1.10 Nom.
USP, cryst., cns.....lb. 1.45 Nom.
resubl., cns.....lb. 2.05 Nom.
Pyroligneous, bbls., dlvd. E. gal. .26 - —
Ricinoleic, com'l. split (see Acid, castor oil, split).
tech. dms., c.l., works....lb. .27 - —
l.c.l., dms., works.....lb. .28 - .33
Salicylic, tech., bbls.....lb. .32 - —
USP, bbls.....lb. .35 - .40
Sebacic, C.P., bbls., works..lb. No prices
tech., bbls., works.....lb. No prices
Soybean oil, dist., dms.....lb. .09½- .10
stearic, distil., double pressed, bgs., dlvd..lb. .12½- .13½
single pressed, bgs., dlvd.lb. .12 - .13½
triple pressed, bgs., dlvd..lb. .15¼- .16¼
saponif., double pressed, bgs., dlvd..lb. .12¾- .13¾
triple pressed, bgs., dlvd..lb. .15½- .16¼
Succinic, bbls.....lb. .75 -
Sulphanilic, CP, bots., works.lb. 1.60 - 1.68
tech., dms., works.....lb. .17 - —
Sulphonaphthenic, dms.....lb. .04 - .10
Sulphuric, 60°, cbys., c.l., E. works..100lbs. 1.25 - —
l.c.l., 25 and over, works. 100lbs. 1.50 - —
10 to 24, works..100 lbs. 1.60 - —
1 to 9, works..100 lbs. 2.20 - —
tanks, E. works.....ton.13.00 - —
66°, cbys., c.l., E. works.... 100 lbs. 1.50 - —
l.c.l., 25 and over, works. 100 lbs. 1.75 - —
10 to 24, works..100 lbs. 1.85 - —
1 to 9, works..100 lbs. 2.45 - —
tanks, E. works.....ton.16.50 - —
98°, tanks, works.....ton.17.50 - —
C.P., USP, dealers, cbys...lb. .06½- —
9-lb. bots.....lb. .16½- —
consumers, cbys.....lb. .08 - —
9-lb. bots.....lb. .18 - —
fuming, 20%, tanks, E. works. ton.18.50 - —
65%, tanks, E. works....ton.36.00 - —
Tannic, tech., bbls., dms....lb. .40 Nom.
USP, fluffy, bbls., 1,000 lb. lots..lb. .88 Nom.
100-lb. lots.....lb. .90 Nom.
25-lb. lots.....lb. .93 Nom.
powd., bbls., 1,000 lbs....lb. .78 Nom.
smaller lots.....lb. .80 Nom.
Tartaric, USP, dom., cryst., gran., powd., bbls., 10,000 lbs. or more, one shipment, lb. .31¼- —
smaller quantities.....lb. .31¾- —
kgs .....lb. .32¼- —

Acacia—Alcohol, Isopropyl

Acid, Tobias, bbls.....lb. .55 - .60
Trichloroacetic, bots.....lb. 2.00 - 2.50
Tungsten, CP, kgs., wks....lb. No prices
Chem. grade, kgs., wks....lb. No prices
Aconite, leaves, bls.....lb. .23 - .40
Root, bls.....lb. .45 - .50
Aconitine, amorph., bots.....oz.23.00 - —
vis. .....gr. 1.00 - —
cryst., bots.....oz.42.00 - —
vis. .....gr. 1.60 - —
Adeps lanae, anhyd., dms.....lb. .30 - .31
hyd., dms.....lb. .29 - .30
Agar 1, bls.....lb. 1.50 Nom.
3, bls.....lb. No prices
Agaric, white, bls.....lb. No prices
Albumen, blood, dark, flake, bgs., f.o.b. Chicago, frt. alld..lb. .12 - —
pow'd, grade A, same basis, ton lots..lb. .15 - —
smaller lots, same basis..lb. .18 - —
light, dom., flake, dms., f.o.b Chicago, frt. alld..lb. .55 - .68
import, bgs.....lb. .60 Nom.
egg, ed., dom., cryst., bbls...lb. .64 - .66
dom., pwd., dms., bbls., lb. .69 - .71
import, cs.....lb. .68 Nom.
Alcohol, amyl (see also Fusel oil, refd.), ex pentane dms., c.l., frt. alld..lb. .111 - —
l.c.l., frt. alld.....lb. .121 - —
tanks, frt. alld.....lb. .101 - —
Benzyl, cans.....lb. .68 - —
drums .....lb. .62 - —
Butyl, normal, cns., works..lb. .13½- .15½
dms., c.l., frt. alld.....lb. .09 - —
l.c.l., frt. alld.....lb. .09½- —
tanks, frt. alld.....lb. .08 - —
tankwagon, frt. alld.....lb. .08½- —
secondary, dms., c.l., frt. pd., E. of Miss. R.....lb. .06½- —
l.c.l., same terms.....lb. .07 - —
tanks, same terms.....lb. .06½- —
tertiary, denaturing, dms., frt. alld..lb. .14 - —
Caprvl, pure, dms., works...lb. 2.50 - —
tech., dms., works.....lb. .85 - —
Cetyl, dom., C.P., fiber ctns., 1,000 lbs..lb. 1.50 - —
500 lbs.....lb. 1.70 - —
100 lbs.....lb. 1.80 - —
25 lbs.....lb. 1.90 - —
5 lbs.....lb. 2.00 - —
com'l., dms.....lb. .90 - —
import, 85%, 100-lb. dms...lb. .55 - —
5 to 10 lbs.....lb. .75 - —
com'l., dms., 350 lbs.....lb. .45 - —
Cinnamic, bots.....lb. 2.00 - 2.20
Denatured, CD14, dms., c.l., works, E..gal. .31½- —
l.c.l., works, dms.....gal. .36½- —
tanks, E., works.....gal. .25½- —

Prices for territories other than E. of Rockies are 4c. per gal., in tanks, and 5c. per gal. in dms., higher. Tankcar sales require written authorization by Alcohol Tax Unit.

SDI, 190 pf., bbls., c.l., E. works..gal. .28½- —
19 bbls., E. works...gal. .30½- —
1 to 18 bbls., E. works, gal. .33½- —
dms., c.l., E. works....gal. .27½- —
19 dms., E. works.....gal. .29½- —
gal. .32½- —
tanks, E. works.....gal. .21½- —

Anhydrous 3c. per gal higher.

SD-2B., dms., c.l., works, E. gal. .26½- —
19 dms., works, E...gal. .28½- —
1 to 18 dms., works, E. gal. .31½- —
tanks, E., works.....gal. .20½- —
SD23-G, works, E., dms..gal. .32 - —
19 dms. .....gal. .34 - —
1 to 18 dms.....gal. .37 - —
tanks .....gal. .26 - —

Prices for territories other than E. of Rockies are 4c. per gal., in tanks, and 5c. per gal., in dms., higher.

Special solvent, dms., c.l., E. works..gal. .28½- —
20 dms., E. works...gal. .30½- —
gal. .33½- —
tanks, E. works.....gal. .22½- —

Tankcar sales require written authorization by Alcohol Tax Unit.

Diacetone, acetone-free, contract, dms., c.l., dlvd..lb. .09 - —
l.c.l., dlvd.....lb. .09½- —
cns., works.....lb. .13½- .15¼
tanks, dlvd.....lb. .08 - —
tech., contract, dms., c.l., dlvd..lb. .08½- —
l.c.l. dlvd.....lb. .09 - —
cns., works.....lb. .13 - .15
tanks, dlvd.....lb. .07½- —
Ethyl, 190 pf., ex molasses, bbls., c.l..gal. 4.55 - —
19 bbls. .....gal. 4.58½- —
1 to 18 bbls.....gal. 4.61½- —
dms., c.l. .....gal. 4.54 - —
19 dms. .....gal. 4.57½- —
1 to 18 dms.....gal. 4.60½- —
tanks .....gal. 4.48 - —
absolute, dms., c.l.....gal. 4.81½- —
19 dms. .....gal. 4.85 - —
1 to 18 dms.....gal. 4.88 - —

Grain alcohol 25c. gal higher.

Furfuryl, tech., cns., works..lb. .35 - —
dms., c.l., 33,000 lbs., works, lb. .30 - —
l.c.l., 500 lbs. and more, works..lb. .25 - —
Isoamyl, primary, dms., l.c.l., dlvd..lb. .27 - —
cans, works.....lb. .32 - —
Isobutyl, refd., dms., c.l., works, frt. alld. E. of Rockies..lb. .0680- —
l.c.l., same terms.....lb. .0730- —
tanks, same terms.....lb. .0630- —
Isopropyl, refd., 91%, dms., 5 gal., f.o.b. dest..gal. .65 - —
55 gal., c.l., same basis.gal. .33½- —
l.c.l., same basis....gal. .36½- —
tanks, frt., alld..... gal. .28¼ —

NICOTINIC ACID

THE NEW YORK QUININE & CHEMICAL WORKS INC.

NYQ

GENERAL OFFICES

99-117 North Eleventh Street, New York, Borough of Brooklyn

ST. LOUIS DEPOT, 915 MARKET STREET, ST. LOUIS, MO.

NYQ

Alcohol, isopropyl, 99%, dms., 5 gal., same basis..gal. .65 - —
55 gal., c.l., same basis, gal. .36 - —
l.c.l., same basis ....gal. .41 - —
tanks, same basis.....gal. .31 - —
Methyl (see Methanol).
Phenylethyl, bots., cns.....lb. 2.50 - 3.85
Propyl, normal, dms., works, gal. .70 - —
Tetrahydrofurfuryl, dms., contract, f.o.b. Waverly, N. Y., lb. .44 - —
450 lb. lots, same basis..lb. .50 - —
cns., f.o.b., Cedar Rapids, Ia. lb. .55 - —
Aldehol, denat, grade, dms., tanks, works..gal. .70 - .72
Aldehyde bisulphite, bbls., dlvd., lb. .17 - —
smaller containers.....lb. .20 - —
Aldol, 95%, 55 and 110 gal. dms., c.l., works..lb. .11 - —
l.c.l., works.....lb. .12 - —
5 and 10 gal. dms., works, lb. .15 - —
Aletris root, bgs.....lb. .39 - .40
Alizarin (see Red, alizarin).
Alkanet root, bgs.....lb. .22 - .26
Aloe, Barbados, true, cs.....lb. No prices.
Cape, cs.....lb. .25 - .26
Curacao, cs.....lb. .55 - .60
gourds, bbls.....lb. .80 - .85
Socotrine, kgs.....lb. .50 - .56
Aloin, 140-lb. bbls.....lb. 3.25 - —
100-lb. kgs.....lb. 3.27 - —
25-lb. fib. dms.....lb. 3.34 - —
Alphanaphthol, bbls.....lb. .32 - —
Alphanaphthylamine, bbls.....lb. .32 - —
Althea root, USP, cube cut, bbls., lb. .45 - .52
peeled, bls.....lb. .47 - .49
Alum, ammonia, burnt, USP, bbls., kgs..lb. .16 - .18
gran., bbls., works....100 lbs. 3.15 - —
dlvd. N.Y., Phila...100 lbs. 3.15 - —
lump, bbls., works....100 lbs. 3.40 - —
dlvd., N.Y., Phila...100 lbs. 3.40 - —
powd., bbls., works...100 lbs. 3.55 - —
dlvd. N. Y., Phila..100 lbs. 3.55 - —

Ammonia alum prices are for contract and open market; f.o.b. Phila.; frt. equalized with Marcus Hook, Boston, Atlanta, or Joliet; rail or water rates, whichever is lower. L.c.l. quantities must carry l.c.l. rate applying; for truck or ex warehouse deliveries all metrop. zones (except N. Y.) add l.c.l. rail or water rate, whichever is lower, from shipping or equalization point; dlvd. N. Y. prices apply to truck or ex warehouse.

Potash, gran., bbls., works, 100 lbs. 3.40 - —
dlvd., N.Y., Phila..100 lbs. 3.40 - —
lump, bbls., works....100 lbs. 3.65 - —
dlvd. N.Y., Phila..100 lbs. 3.65 - —
powd., bbls., works....100 lbs. 3.80 - —
dlvd. N.Y., Phila..100 lbs. 3.80 - —

Potash alum prices on same basis as those for ammonia alum.

Potash-chrome, bbls.....lb. .06¼ Nom.
Soda, bbls., c.l., works..100 lbs. 3.25 - —
l.c.l., dlvd. .....100 lbs. 4.25 - 5.00
Alumina acetate, 20%, normal solut., bbls., c.l., dlvd..lb. .07½- —
l.c.l., dlvd. .....lb. .09 - —
22%, basic solut., bbls., c.l., dlvd..lb. .10 - —
l.c.l., dlvd. .....lb. .12 - —
basic powd., bbls., dlvd...lb. .40 - —
smaller containers, dlvd. lb. .58 - —
Chloride, anhyd., com'l, dms., (extra), 45,000 lbs. and over, works..lb. .08 - —
12,000 to 40,000 lbs., works..lb. .09 - —
1,100 to 11,000 lbs., works. lb. .10 - —
140 to 875 lbs., works.lb. .11 - —
100 lbs., or less, works.lb. .12 - —
cryst., com'l, dms., c.l., works lb. .06 - —
l.c.l., dms., works.....lb. .06½- —
solution, 32 deg., cbys., c.l., works..lb. .02¾- —
l.c.l., cbys., works.....lb. .03¼- —
Formate, 80%, solut., bbls., c.l., dlvd..lb. .13 - —
l.c.l., dlvd. .....lb. .15 - —
Hydrate, heavy, bbls., c.l., works..lb. .0290- —
l.c.l., bbls., works.....lb. .03¼- —
bgs., c.l., works.....lb. .0260- —
light, bgs., c.l., dlvd.....lb. .12 - —
l.c.l., bgs., dlvd.....lb. .12½- —
bbls., c.l., dlvd.....lb. .12½- —
l.c.l., bbls., dlvd.....lb. .13 - —
Oleate, dms., contro.....lb. .16¾- —
open order .....lb. .17½- .18¼
Palmitate, precip., bbls.....lb. .24½- —
Resinate, precip., dms., dlvd.lb. .15 - —
Stearate, precip., bbls., ctns., c.l..lb. .17½- —
l.c.l., ton.....lb. .18½- —
less than ton.....lb. .22½- —
Sulphate, com'l, bgs., c.l., works, frt. equald..100 lbs. 1.15 - —
l.c.l., works, frt. equald.. 100 lbs. 1.40 - —
bbls., c.l., works, frt. equald..100 lbs. 1.85 - —
l.c.l., works, frt. equaled 100 lbs. 1.60 - —
iron-free, bgs., c.l., works. 100 lbs. 1.45 - —
l.c.l., works....100 lbs. 1.70 - —
bbls., c.l., works...100 lbs. 1.65 - —
l.c.l., works.....100 lbs. 1.90 - —
Aluminum 98-99%, c.l.....lb. .20 - —
l.c.l. .....lb. .21 - —
paste, lining, extra fine, dms., 1,500 lbs..lb. .63 - —
ink, dms., 1,500 lbs.....lb. .73 - —
standard, dms., 1,500 lbs..lb. .40 - —
powder, lining, extra fine, dms., 1,500 lbs..lb. .92 - —
standard, dms., 1,500 lbs.lb. .57 - —
litho, extra brilliant, dms., 1,500 lbs..lb. .42 - —
extra fine, dms., 1,500 lbs.lb. .47 - —
lining, dms., 1,500 lbs....lb. .37 - —
standard, dms., 1,500 lbs..lb. .42 - —
rubber compound, dms., 1,500 lbs..lb. .40 - —
unpolished, dms., 1,500 lbs.lb. .37 - —
varnish, extra brilliant, dms., 1,500 lbs..lb. .42 - —
extra fine, dms., 1,500 lbs.lb. .47 - —
standard, dms., 1,500 lbs.lb. .40 - —

Aluminum paste and powder prices are 5c. per lb. higher for less than 200 lbs.; 2c. per lb. higher for 200-400 lbs.; and 1c. per lb. higher for 400-1,500 lbs.; for containers smaller than drums, prices are 1c. per lb. higher for 100 lbs.; 1½c. per lb. higher for 50 lbs.; 3c. per lb. higher for 10 lbs.; 5c. per lb. higher for 2 lbs.; 8c. per lb. higher for 1 lb.; and 12c. per lb. for ¼ lb.; on single shipments of 5,000 lbs. prices are 1c. per lb. lower; for 30,000 lbs. prices are 2c. per lb. lower. Transportation allowed East of Mississippi.

Ambergris, gray, tins.....oz.17.00 -26.00
Aminopyrine, fib., dms., 100 lbs. lb. 4.00 - —
bots., 5 lbs.....lb. 4.22 - 4.25
Ammonia, acetate, bbls., kgs., dlvd..lb. .27 - .33
dms., dlvd.....lb. .23 - .26
Aldehyde, dms.....lb. .65 - .70
Ammonia, anhydrous, fertilizer, com'l, tanks (50,000 lbs.), works..lb. .04½- —
refrigeration, tanks, works.lb. .06 - —
pure, cyls., dlvd., met. N.Y.lb. .16 - —

Anhydrous ammonia in cylinders is quoted on a nationwide schedule of delivered and stock point prices in all States.

Aqua, 26°, cbys.....lb. .05¼- —
dms., c.l. .....lb. .02¼- —
l.c.l. .....lb. .02½- —
tanks (on NH_3 content), f.o.b. works.....lb. .04 - —
Benzoate, dms., 4,000 lbs. or more..lb. .40 - .42
1,000 lbs. to 3,900 lbs....lb. .41 - .43
900 lbs. or less.....lb. .42 - .46
kgs., 4,000 lbs. or more....lb. .40 - —
1,000 lbs. to 3,900 lbs....lb. .41 - —
900 lbs. or less.....lb. .42 - —
Bicarbonate, bbls., dlvd., Met. N. Y..lb. .0556- —
kgs., same basis.....lb. .0606- —
Bichromate, bbls.....lb. .30 - .32
Bifluoride, bbls.....lb. .14½- .16½
Borate, bbls., kgs.....lb. .15 - .16
Bromide, gran., bbls.....lb. .35 - —
bxs. .....lb. .38 - .39
kegs .....lb. .36 - —
Carbonate, lump, bbls., dlvd., Met. N. Y...lb. .08 - —
kgs., same basis.....lb. .11 - —
cns., same basis.....lb. .13½- —
Powdered, lc. per lb. higher.
Chloride, tech. (see Ammoniac, sal).
USP, gran., 225-lb. bbls....lb. .12 - .13
100-lb. kgs.....lb. .15 - —
Citrate, dms.....lb. .80 - —
cns.. .....lb. .85 - —
Fluoride, bbls.
Hydroxide (see Ammonia, aqua).
Hypophosphite, dms.....lb. 1.25 - 1.27
jars .....lb. 1.35 - —
Iodide, 5-lb. bots.....lb. 3.71 - —
jars .....lb. 3.65 - —
Linoleate, 80%, anhyd., bbls., lb. .11 - —
Molybdate, kgs., wks.....lb. 1.05 - 1.20
Nitrate, tech., bgs., works, 100 lbs. 4.35 - —
bbls., works.....100 lbs. 4.55 - —
Oleate, dms.....lb. .11 - —
Oxalate, neutral, powd., bbls., kgs..lb. .19 - .20
pure, gran.....lb. .32 - —
Perchlorate, kgs.....lb. .16 - .18
Persulphate, kgs.....lb. .21 - .22
Phosphate, dibasic, N.F.V., bls., lb. .37 - —
kgs. .....lb. .39 - —
tech., bbls., c.l.....lb. .07½- —
l.c.l. .....lb. .09 - .10
monobasic, crude (fert. grade), 11% N 48% phos- bulk, f.o.b. E. works.. unit-ton. 1.20 & .70
pure, bbls. .....lb. .40 - .45
tech., bbls., c.l.....lb. .07½- —
l.c.l. .....lb. .09 - .10
Salicylate, U.S.P., kgs.....lb. 1.15 - 1.20
Silicofluoride, imp., bbls., ex-dock N.Y..lb. .12½ Nom.
Stearate, anhydrous .....lb. .22 - —
paste .....lb. .06¼- —
Sulphate, dom., bulk, c.l., f.o.b. Nov. shipt..ton.27.50 - —

Ammonia sulphate prices are f.o.b. cars nearest Atlantic or Gulf port, and/or $1 per ton less than above prices f.o.b. cars nearest inland producing oven, whichever is lower to destination.

Sulphide, liquid, 40-45%, basis 100%, dms., c.l., dlvd..lb. .08 - —
l.c.l., works .....lb. .10 - .15
tanks, dlvd. .....lb. .07½- —
red, 48%, cbys., works.....lb. .07½- —
dms., works.....lb. .05¼- —
yellow, 23%, cbys., works..lb. .07½- —
dms., works.....lb. .05¼- —
Sulphocyanide, pure, 99-100%, kgs..lb. .55 Nom.
Ammoniac, gum (see Gum, ammoniac).
sal, gray, dom., bbls., c.l., 100 lbs. 5.50 - 5.75
l.c.l. .....100 lbs. 6.00 - 6.70
white, gran., dom., bbls., contracts, N. Y., l.c.l. 100 lbs. 4.90 - 5.60
import, casks. .....100 lbs. No prices
Amyl acetate, ex fusel oil, dms., c.l., dlvd..lb. .12½- —
l.c.l., dlvd.....lb. .13 - —
tanks, dlvd.....lb. .11½- —
cns., works.....lb. .17 - .18
ex pentane, dms., c.l., frt., alld..lb. .10½- —
l.c.l., frt., alld.....lb. .11½- —
tanks, frt., alld.....lb. .09½- —
Alcohol (see Alcohol amyl).
Butyrate, dms., 50 gal., returnable..lb. .75 - —
Caproate, cns.....lb. 2.75 - —
Chloride, normal, dms., works, lb. .56 - —
small lots, works.....lb. .66 - —
mixed, tech., dms., c.l., works..lb. .0565- —
l.c.l., works .....lb. .0665- —
tanks, works .....lb. .0465- —
Nitrate, bots.....lb. 1.80 - 1.85
Mercaptan, dms., l.c.l., works, lb. 1.10 - —
Oleate, dms., l.c.l., works..lbs. .25 - —
Salicylate, 5 lbs., bots., 25 dms., l.c.l., works..lb. .26 - —
cns., 25 lbs.....lb. .51 - —
Stearate, dms., l.c.l., works..lb. .26 - —
Amylene, dms., c.l., works.....lb. 1.02 - —
l.c.l., works.....lb. .11 - —
tanks, works.....lb. .09 - —
Anethol, bots. .....lb. 1.10 - 1.15
Angelica root, dom., bls.....lb. .23 - .24
import, natural, bls.....lb. .60 - .70
twisted, bls.....lb. .95 - 1.25
Angostura bark, bls.....lb. .28 - .32
Anilin oil, dms.....lb. .15 - —
l.c.l. .....lb. .16 - —
tanks .....lb. .14½- —
Salt, dms., works.....lb. .22 - .24
Anise, Bulgarian, bgs.....lb. .18 - .18½
Spanish, bgs.....lb. .28 - .28½
Star, bgs.....lb. .18 - .19
Anisic aldehyde, bots.....lb. 3.00 - 3.10
Annatto paste, bxs.....lb. .34 - .39
seed, bgs.....lb. .06½- .07
Anthracene, 80-85%, bbls., wks., lb. .55 - —
90%, bbls., wks.....lb. .65 - —
Anthraquinone, 99.5%, subl., bbls., lb. .65 - —
Antimony butter (see Antimony chloride).
Chloride, solut., cbys.....lb. .17 -
Metal, spot.....lb. .14 Nom.
Needle, powd., kgs.....lb. .20 Nom.
Oxide, bgs., c.l.....lb. No price
l.c.l. .....lb. No price
Salts, 65%, kgs.....lb. .58 Nom.
White pigment, bgs., f.o.b. Laredo, Tex..lb. .15½ Nom.
Antipyrene, bbls., kgs., ton lots, lb. 2.00 - —
smaller lots.....lb. 2.10 - 2.15
Apomorphine, bots.....oz.23.20 -23.70
Archil extract, con., bbls.....lb. No prices
double, bbls.....lb. No prices
triple, bbls.....lb. No prices
Areca nuts, powd., bbls.....lb. .13 - .18
Arecoline hydrobromide, bots..oz. 6.00 - 6.10
Argols, test 70% to 85%, basis 100%, 100 kgm., purity, 100 kilos. No prices
Arnica flowers, bls.....lb. .45 - .50
Root, bls.....lb. .49 - .51
Arrowroot, St. Vincent, powd. bgs..lb. .08 - .08¾
bbls. .....lb. .08½- .09
Arsenic, metal, lump, cs.....lb. No prices.
Chloride (arsenous), cns.....lb. 4.85 - —
Iodide (arsenous), 5-lb. bots.lb. 5.58 - —
jars .....lb. 5.43 - —
Red, import, cs.....lb. .19 - .20
Trioxide (see Acid, arsenous).
White, powd., kgs., c.l.....lb. .03 - —
l.c.l. .....lb. .03¾- —
Asafetida, cs. .....lb. .40 - .45
powd., bbls., bxs.....lb. .65 - .70
Asbestine (see Talc, N. Y. fibrous).
Asbestos fiber, 5M, bgs., c.l. (20 tons), Canad. mines..ton.43.50 - —
5R, bgs., c.l. (20 tons), Canad. mines..ton.40.00 - —
6D, bgs., c.l. (20 tons), Canad. mines..ton.30.00 - —
7D, bgs., c.l. (20 tons), Canad. mines..ton.26.00 - —
7F, bgs., c.l. (20 tons), Canad. mines..ton.23.00 - —
7H, bgs., c.l. (20 tons), Canad. mines..ton.19.00 - —
7K, bgs., c.l. (20 tons), Canad. mines..ton.16.50 - —
7M, bgs., c.l. (20 tons), Canad. mines ton 14.00 - —
Asphaltum, Barbados, A, bgs., 20 tons, f.o.b. N. Y.....lb. .02¼- —
smaller lots, f.o.b. N. Y.lb. .03½- —
AA, bgs., 20 tons, f.o.b. N.Y., lb. .03½- —
smaller lots, f.o.b. N. Y...lb. .10½- —
California, dms., c.l., f.o.b. N. Y..ton.29.00 - —
l.c.l., f.o.b. N. Y.....ton.36.50 - —
Cuban A, bgs., c.l., f.o.b. N. Y. ton.80.00 - —
l.c.l., f.o.b. N. Y.....ton.90.00 - —
B, bgs., c.l., f.o.b. N. Y..ton.35.00 - —
l.c.l., f.o.b. N. Y.....ton.55.00 - —
Egyptian, bgs., c.l., f.o.b. N. Y..lb. .12 - —
l.c.l., f.o.b. N. Y.....lb. .15 - —
Gilsonite, brilliant black, bgs., c.l., Western shipt. points.. ton.32.00 - —
seconds, bgs., c.l., Western shipt. points..ton.25.50 - —
selects, bgs., c.l., Western shipt. points..ton.30.50 - —
l.c.l., f.o.b., N. J. or N. Y., whse..ton.51.00 - —
Jet., bgs., c.l., Western shipping points..ton.30.50 - —
Manjak (see Asphaltum, Barbados).
Mexican, Texas, dms., c.l., refinery..ton.19.00 - —
l.c.l., refinery.....ton.21.00 - —
tanks, refinery.....ton.16.00 - —
Petroleum, cut-back, bbls., l.c.l., E. cst., refinery..gal. .18 - —
dms., c.l., E. cst., refinery, gal. .12 - —
tanks, Calif., refinery...ton.12.50 -14.00
East Coast, refinery...gal. .06 - .06½
Ill., Ind., refinery.....gal. .06¼- —
N. Orleans refinery....gal. .06 - —
Atropine, bots. .....oz. 7.00 - —
Sulphate, bots.....oz. 4.00 - 4.25

B

Balm of Gilead buds, bgs....lb. .45 - .50
Barberry bark, bgs.....lb. .37 - .39
Tree bark, bls.....lb. No prices
Barbital, cs.....lb. 3.25 - 3.62
Barium carbonate, natural, 90-95%, grd., bgs., c.l., works, ton.45.00 -47.00
99% thru 200 mesh, bgs., c.l., works..ton.47.00 -49.00
precip., bgs., c.l., works..ton.52.50 - —
Chicago .....ton.55.00 - —
l.c.l., works.....ton.57.50 - —
Chicago .....ton.60.00 - —
bbls., c.l., works..ton.57.50 - —
Chicago .....ton.60.00 - —
l.c.l., works.....ton.62.50 - —
Chicago .....ton.65.00 - —
sulphur-free, bgs., c.l., works, ton.57.50 - —
l.c.l., works.....ton.62.50 - —
Chlorate, kgs.....lb. .20 - .25
Chloride, C.P., cryst., bbls..lb. .25 - —
kgs. .....lb. .27 - —
tech., dms., cryst., bgs., c.l., Zone 1, dlvd., New England States, N. Y., N. J., Pa., Md., Va., Ohio, Mich., Ind., Wisc., Ill., Ky. and principal cities on west bank of Miss., north of Ark. line....ton.77.00 - —
bbls., same basis..ton.79.00 - —
l.c.l., bgs., same basis. ton.90.00 - —
bbls., same basis..ton.92.00 - —
Zone 2, bgs., c.l., dlvd., Tenn., N.-S. Carolina, Ga., Ala., Miss., Fla. ton.81.00 - —
bbls., same basis..ton.83.00 - —
bbls., l.c.l., bgs., same basis..ton.94.00 - —
bbls., same basis..ton.96.00 - —
Zone 3, bgs., c.l., Minn., Ia., Mo., Col., N. Mex., Idaho, Utah, Ariz. ton.87.00 - —
bbls., same basis..ton.89.00 - —
l.c.l., bgs., same basis, ton.100.00 - —
bbls., same basis..ton.102.00 - —
Zone 4, bgs., c.l., dlvd., Wash., Ore., Calif., Nev..ton.83.00 - —
bbls., same basis..ton.85.00 - —
l.c.l., bgs., same basis.ton.96.00 - —
bbls., same basis..ton.98.00 - —
Dioxide, dms.....lb. .11 - .15
Fluoride, bbls.....lb. .14 - .15
Fluosilicate, bbls.....lb. .16 - —
Hydrate (see Hydroxide).
Hydroxide, bbls., imp.....lb. .06½ Nom.
dom., works.....lb. .06½- .07
Iodide, bots.....lb. 4.77 - —
jars .....lb. 4.62 - —
Monoxide (see Oxide).
Nitrate, cks.....lb. .10½-Nom.
Oxide, dms.....lb. .09 - .11
Peroxide (see Dioxide).
Sulphate, tech. (see Barytes and blanc fixe).
X-ray, bbls.....lb. .09½- .10
kgs. .....lb. .12 - —
Barytes, dom., floated, bbls., c.l., St. Louis..ton.23.65 - —
l.c.l., ex whse., Boston, ton.26.00 - —
Chicago .....ton.21.15 - —
Cleveland .....ton.23.50 - —
New York.....ton.22.00 - —

Alcohol, Isopropyl—Black, Carb.

Barytes, dom., floated, bbls., l.c.l., ex warehouse, St. Louis..ton.22.85 - —
l.c.l., ex car, Baltimore, ton.20.70 - —
Boston .....ton.21.70 - —
Philadelphia .....ton.20.50 - —
ex whse., Baltimore.ton.22.10 - —
Boston .....ton.25.20 - —
Chicago .....ton.20.25 - —
Cleveland .....ton.23.00 - —
Detroit .....ton.23.00 - —
Kansas City .....ton.20.02 - —
Los Angeles .....ton.42.00 - —
New York.....ton.21.50 - —
Philadelphia .....ton.21.90 - —
San Francisco.....ton.42.00 - —
Toronto .....ton.29.50 -
southern off color, bulk, mines, ton.12.00 - —
95.75%, bulk, mines....ton.16.00 - —
ore, bulk, mines.....ton. 7.00 - —
Cuban, crude, c.l., c.i.f.....ton.11.00 - —
German, grd., bbls., c.l., dock, t.a...ton. No price.
l.c.l., ex whse.....ton. No prices.
German, ungrd., bulk, c.l., ex dock..ton. No prices.
Italian, grd., bbls., c.l., ex dock, t.a...ton.20.50 Nom.
l.c.l., ex whse. .....ton.32.50 Nom.
Bauxite, bulk, mines.....ton. 7.00 -10.00
Bay leaves (see Laurel leaves)
Bay rum, import, bbls.....lb. .82 - .90
Bayberry bark, bgs.....lb. .15 - .16
Belladonna leaves, bls.....lb. .24 - .30
Root, bls.....lb. .40 - .55
Bentonite, 200 mesh, bgs., Wyo., works..ton.11.00 - —
325 mesh, bgs., Wyo., works, ton.16.00 - —
Benzaldehyde, tech., cbys., dms., lb. .55 - .60
USP, X, dms., 50 to 100 lbs..lb. .85 - —
5 to 25 lbs.....lb. .90 - .95
Benzene (see benzol).
Benzidin base, bbls.....lb. .70 - —
Benzol, 90%, nitration, pure, dms., works..gal. .21 - —
tankcars, frt. alld. E. of Omaha gal. .16 - —
W. Coast, f.o.b. Minnequa, Colo..gal. .16 - —
Benzoyl chloride, cbys.....lb. .23 - .26
Peroxide, pure, gran., fib. ctns., works..lb. 1.95 - —
Benzyl acetate, f.f.c., cns.....lb. .42 - —
dms. .....lb. .44 - —
Alcohol (see Alcohol, benzyl).
Benzoate, a.m.a., f.f.c., cans. lb. .84 - —
dms. .....lb. .80 - —
Chloride, 95.97%, refd., dms., lb. .19 - .2·
Cinnamate, cns.....lb. 4.15 - 5.50
Formate, cns.....lb. 2.75 - 3.50
Benzylidineacetone, bots.....lb. 2.00 - 2.50
Berberine bisulphate, cns.....lb.17.25 -17.50
Hydrochloride, cns.....lb.17.25 -17.50
Sulphate, cns.....lb.17.25 -17.50
Berberis root, bls.....lb. .12 - .18
Betanaphthol, sublim., kgs.....lb. .90 - -
tech., bbls., c.l., works.....lb. .28 - -
l.c.l., bbls., works.....lb. .34 - -
Benzoate, fib., dms.....lb. 2.10 - -
kgs. .....lb. 2.00 -
Betanaphthylamine, tech., kgs.lb. .51 -
Beth root, bls. .....lb. .19 - .21
Bismuth chloride, 5-lb. bots...lb. 3.20 - 3.25
Citrate, USP, VIII, 5-lb. bots. lb. 2.76 - —
jars .....lb. 2.65 - —
Hydroxide, 5-lb. bots.....lb. 3.46 - —
cns. .....lb. 3.35 - —
Metal, ton lots.....lb. 1.25 - —
Nitrate, cryst., 5-lb. bots...lb. 1.45 - —
cns. .....lb. 1.30 - —
Oxychloride, 5-lb. bots.....lb. 3.19 - —
cns., kgs.....lb. 3.10 - —
Subbenzoate, 5-lb. bots.....lb. 3.35 - —
fib. dms.....lb. 1.13 - —
Subcarbonate, bots., cns.....lb. 1.82 - 2.00
fib. dms.....lb. 1.73 - 1.76
X-ray, 5-lb. bots.....lb. 3.02 - —
fib. dms.....lb. 2.96 - —
Subgallate, bots., cns.....lb. 1.77 - 2.00
fib. dms.....lb. 1.68 - 1.71
Subiodide, cns.....lb. 4.01 - —
fib. dms.....lb. 3.98 - —
Subnitrate, powd., bots., cns.lb. 1.57 - 1.83
fib. dms.....lb. 1.48 - 1.51
Subsalicylate, 62-66%, bxs...lb. 2.44 - —
bbls., fib. dms.....lb. 2.25 - —
Sulphocarbolate, 5-lb. bots...lb. 3.61 - —
fib. dms.....lb. 3.50 - —
Trioxide, powd., 5-lb. bots...lb. 3.56 - —
cns. .....lb. 3.45 - —
Bismuth-ammonia, citrate, USP, powd., 5-lb. bots..lb. 3.40 - —
cns. .....lb. 3.20 - —
Bismuth-betanaphthol, 5-lb. bots. lb. 3.14 - —
fib. dms.....lb. 3.05 - —
Black, acetylene, c.l., works, duty paid..lb. .14 - —
Bone, 1A., bbls., bgs., c.l., frt. alld. E..lb. .12 -
1. bbls., bgs., c.l., frt. alld. E..lb. .12 - —
l.c.l., frt. alld. E.....lb. .12½- —
2. bbls., bgs., c.l., frt. alld., E..lb. .10½- —
l.c.l., frt. alld. E.....lb. .11 - —
3, bbls., bgs., c.l., frt. alld. E. lb. .09½- —
l.c.l., frt. alld. E.....lb. .10 - —
4, bbls., c.l., frt. alld. E...lb. .06¼- —
l.c.l., frt. alld. E.....lb. .09 - —
5. bbls., bgs., c.l., frt. alld. E..lb. .07½- —
l.c.l., frt. alld. E.....lb. .08 - —
6, bbls., c.l., frt. alld. E...lb. .05½- —
l.c.l., frt. alld. E.....lb. .06 - —
7, bbls., bgs., c.l., frt. alld. E, lb. .09 - —
l.c.l., frt. alld. E.....lb. .09-6 -
8, bbls., bgs., c.l., frt. alld. E, lb. .10 - —
l.c.l. frt. alld. E.....lb. .10½- —

Bone black prices on Pacific Coast are 1c. per lb. higher, ex dock or ex whse.

Carbon, special, 1, bgs., c.l., dlvd..lb. .03¾- .04¼
bgs., ctns., l.c.l., dlvd..lb. .06¾- —
cs., l.c.l., dlvd.....lb. .07½- —
2, bgs., c.l., works.....lb. .03½- —
l.c.l., dlvd.....lb. .10½- —
bgs., l.c.l., dlvd.....lb. .12 - —
3, bgs., c.l., works.....lb. .13 - —
l.c.l., dlvd.....lb. .14½- —
cs., l.c.l., dlvd.....lb. .16½- —
4, bgs., c.l., works.....lb. .29 - —
cs., c.l., works.....lb. .29 - —
l.c.l., dlvd.....lb. .32 - —
5, bgs., cs., c.l., works...lb. .40 - —
cs., c.l., dlvd.....lb. .44 - —
6, cs., l.c.l., dlvd.....lb. .60 - —
7, cs., l.c.l., dlvd.....lb. 1.10 - —
standard, bgs., cs., dlvd., rail zone A (Gulf ports), for delivery in Nor. Amer. (water freights extra) .....lb. .02¾- —
B (Ark., Col., Kan., part of Mo., N. M., Tex., except coastal ports)..lb. .0310- —

Black, Carbon—China Clay

Black, carbon, standard, cs., dlvd., rail, Zone B, 50,000 lbs., dlvd., Zone C (Pac. Cst., States)..lb. .0319- —
30,000 lbs., dlvd., Zone C, (Pac. Cst. States)..lb. .0333- —
D (Ill., Ia., Wis.)...lb. .03¼- —
E (Fla., Ga., Ind., Ky., Mich., part of N. Y., Ohio, part of Pa., Tenn., W. Va.)....lb. .0341- —
F (Me., Md., Mass., N. H., N. J., part of N. Y., N. C., part of Pa., R. I., S. C., Vt., Va.)..lb. .03¾- —
G (Mexico), f.o.b. border..lb. .03 - —
f.o.b. N. Orleans.lb. .0290- —
l.c.l., f.o.b. whse.....lb. .05¾- —
bgs. or ctns. (seller's option), l.c.l., dlvd..lb. .06¼- —
cs., l.c.l., dlvd.....lb. .07 - —
export, full compressed, cs., f.a.s., Gulf ports..lb. .04¾ Nom.
uncompressed, cs., f.a.s., Gulf ports..lb. .05¼ Nom.

Black, carbon, standard, bulk, tanks, same price as bags in each zone.

Charcoal (see C).
Graphite (see G).

Iron oxide, magnetic, 1, bbls., l.c.l., works..lb. .07¾- .06½
2, bbls., l.c.l., works.....lb. .07 - —
pure, bbls., works.....lb. .06¾- —
Ivory, genuine, bbls.....lb. .80 - —
Lamp, dom., 1, ctns., c.l., works..lb. .07 - —
l.c.l., works.....lb. .08 - —
2, ctns., c.l., works.....lb. .09 - —
l.c.l., works.....lb. .10 - —
2A, ctns., c.l., works....lb. .11 - —
l.c.l., works.....lb. .12 - —
3, ctns., c.l., works.....lb. .13 - —
l.c.l., works.....lb. .14 - —
4, ctns., c.l., works.....lb. .14 - —
l.c.l., works.....lb. .15 - —
5, ctns., c.l., works.....lb. .17 - —
l.c.l., works.....lb. .18 - —
6, ctns., c.l., works.....lb. .24 - —
l.c.l., works.....lb. .25 - —
7, ctns., c.l., works.....lb. .34 - —
l.c.l., works.....lb. .35 - —
import, 1, bbls., c.l., f.o.b., N.Y..lb. .08 - —
l.c.l., f.o.b., N. Y.....lb. .09 - —
2, bbls., c.l., f.o.b. N. Y..lb. .11 - —
l.c.l., f.o.b. N. Y.....lb. .12 - —
3, bbls., c.l., f.o.b. N. Y..lb. .13 - —
l.c.l., f.o.b., N. Y.....lb. .14 - —
4, bbls., c.l., f.o.b. N. Y..lb. .14 - —
5, bbls, c.l., f.o.b. N. Y..lb. .19 - —
l.c.l., f.o.b. N. Y.....lb. .20 - —
6, bbls., c.l., f.o.b. N. Y..lb. .24 - —
l.c.l., f.o.b. N. Y.....lb. .25 - —
vine, A, bbls., works or N.Y. lb. .04½- —
B bbls, works or N. Y....lb. .05½- —

Black dyes are listed under dyes.

Black Haw, root bark, bls....lb. .24 - .25
Tree bark, bls.....lb. .14 - .15
Black Indian hemp root, bls...lb. .18 - .20
Blanc fixe, dry, by-product, bgs., c.l...ton.60.00 - —
l.c.l. .....ton.65.00 - —
high grade precip., bgs., c.l., works, frt. equal.ton.75.00 - —
l.c.l., same basis....ton.80.00 - —
pulp 66⅔%, bulk, c.l., works, ton.40.00 -42.50
Bleaching powder, dms., c.l., works..100 lbs. 2.00 - 2.25
l.c.l., works.....100 lbs. 2.25 - 2.35
Blood, dried, dom., 16-16½ ammon., bgs., f.o.b. N. Y., unit-ton. 3.35 - —
high-grade, grd., 16-17 ammon., bulk, f.o.b. Chi., unit-ton. 3.60 - —
import, bgs., c.i.f. ports, shipt., unit-ton. 3.35 - —
soluble (see Albumen, blood)
Bloodroot, bls. .....lb. .11 - .13
Blue, alkali, toner, bbls., dlvd. N. of Tenn. and N. C., E. of Miss. river, including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis, lb. .90 - —

Alkali blue toner prices are ¼c. higher dlvd Ala., Fla., Ga., La. (Shreveport, 1½c.), Miss., N. C., S. C., Tenn., Tex. (Dallas Ft. Worth, 1¼c.; El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; ½c. higher dlvd. Pac. Coast; for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.

Bronze, bbls., same basis, alkali toner contracts..lb. .36 - —
open order.....lb. .37 - —
Celestial, bbls.....lb. .10 - .12
Chinese, bbls., same basis, alkali toner, contracts..lb. .36 - —
open order.....lb. .37 - —
Cobalt, genuine, 1-kilo pkg., lb. 4.90 - —
Imitation (see Blue, ultramarine, group 6).
Copper, phthalocyanin, bbls., f.o.b. works, frt. alld..lb. 3.50 - 3.75
Milori, bbls., same basis alkali toner, contracts..lb. .36 - —
open order.....lb. .37 - —
Potash, dom., bbls., same basis alkali toner, contracts..lb. .45 - —
open order.....lb. .46 - —
Prussian, bbls., same basis alkali toner, contracts..lb. .36 - —
open order.....lb. .37 - —
soluble, bbls., same basis alkali toner, contracts, lb. .36 - —
open order.....lb. .37 - —
Tungstated, peacock, kgs....lb. 3.75 - —
victoria, kgs.....lb. 3.25 - —
Ultramarine, dry or pulp, cobalt grades, bbls., works, frt. equal..lb. .23 - .27
jobbing grades, bbls., same basis..lb. .11 - —
regular grades, bbls., same basis..lb. .16 - .20

Ultramarine, blue, dlvd., ex whse., is 1c. higher; Pac. Coast ex whse., 2c. higher; 100-lb. kgs., 1c. above bbls.; 28-lb. boxes 5c. above bbls.

Victoria, ink toner, bbls., same basis alkali toner..lb. 1.85 - —

Blue dyes are listed under Dyes.

Bluestone, bls.....lb. .13 - .14
Blue mass, USP, cns.....lb. 1.47 - —
powd., cns.....lb. 1.49 - —
Blue vitriol, 99% cryst., bbls., c.l., f.o.b., works...100 lbs. 4.75 - —
l.c.l., 16-50 bbls., same basis, 100 lbs. 4.90 - —
6-15 bbls., same basis, 100 lbs. 5.10 - —
1-5 bbls., same basis..... 100 lbs. 5.35 - —
monohydrated, dms., c.l., dealer, f.o.b. works..100 lbs. 9.35 - 9.60
l.c.l. dealer.....100 lbs.10.35 -10.60

Bluestone (see Blue vitriol).

Bone, raw, dom., 4¼% ammon., 50% phos., bgs., f.o.b. Chicago..ton.30.00 -32.00
import, bgs., c.i.f. ports.ton.31.50 - —
Bone, meal, steamed, dom., 3% ammon., 50% phos., bgs., f.o.b. Chicago..ton.30.00 - —
import, 100-lbs., bgs., c.i.f., ports, shipt..ton.28.50 - —
Phosphate, precip. (see Calcium phosphate dibasic, precip.)
Bones, steamed, dom., 1¼% ammon., 60% phos. bgs., f.o.b., Chicago..ton.25.00 - —
import, 1% ammon., 65-70% phos., bgs., c.i.f. ports.ton. No prices.
Bonesset leaves, bales.....lb. .08 - .09
Borage flowers, bales.....lb. .20 - .25
Borax, tech., 99½%, cryst., bbls., contracts, 80 tons min., dlvd..ton.58.00 - —
l.c.l., ex whse.....ton.67.00 -72.00
sks., contracts, 80 tons min., dlvd..ton.48.00 - —
l.c.l., ex whse.....ton.57.00 -62.00
gran., bbls., contracts, 80 tons min., dlvd..ton.52.00 - —
l.c.l., ex whse.....ton.64.00 -69.00
gran., sks., contracts, 80 tons min., dlvd..ton.43.00 - —
l.c.l., ex whse...ton.54.00 -59.00
powd., bbls., contracts, 80 tons min., dlvd..ton.58.00 - —
l.c.l., ex whse.....ton.69.00 -74.00
sks., contracts, 80 tons min. dlvd..ton.48.00 - —
l.c.l., ex whse.....ton.59.00 -64.00

USP, $15 per ton higher.

Bordeaux mixture, dms., c.l., dealers..lb. .11 - —
l.c.l., dealers, dms..lb. .11½- —

Bordeaux mixture prices are works or whse. basis, frt. alld. to dest. in lots 96 lbs., and over; no trucking or freight allowances for works or warehouse pick-ups.

Borneol, bots. .....lb. 1.75 - 2.00
Brazilwood extract (see Hypernic).
Brimstone (see Sulphur).
Bromine, purif., cs., 1,000 lbs., frt. alld. E. of Rockies..lb. .30 - —
single pkg., same basis.lb. .35 - —
Bromoform, USP, bots.....lb. 1.40 - 1.60
Bromstyrol, bots.....lb. 3.50 - 3.75
Bronze powder, aluminum (see A).
Gold, litho, cns., 1ms., over 10 lbs..lb. .60 - .65
moulding, cns., dms., over 10 lbs..lb. .80 - 1.00
printing ink, cns., dms., over 10 lbs..lb. .85 - 1.20
radiator, cns., dms., over 10 lbs..lb. .45 - .50
Broomtop, bls.....lb. .16 - .18
Brown, iron oxide, pure precip., cks., f.o.b. N.Y., or works..lb. .10 - —
Metallic, iron oxide, bbls., works, lb. .62½- —
paper bags, c.l., works....lb. .0210- —
Sienna, burnt, American bbls., works..lb. .03 - —
Italian, Group 1, bbls., f.o.b. N.Y. or Pa. points..lb. .12¼- —
2, bbls., same basis...lb. .11½- —
3, bbls., same basis...lb. .10¼- —
4, bbls., same basis...lb. .09¾- —
5, bbls., same basis...lb. .09 - —
6, bbls., same basis...lb. .08½- —
7, bbls., same basis...lb. .07¾- —
8, bbls., same basis...lb. .07¼- —
9, bbls., same basis...lb. .08 - —
10, bbls., same basis..lb. .07¾- —
11, bbls., same basis..lb. .07¼- —
12, bbls., same basis..lb. .06¾- —
13, bbls., same basis..lb. .06¼- —
14, bbls., same basis..lb. .06 - —
raw, American, bbls., works, lb. .05½- —
Italian, Group 1, bbls., f.o.b. N.Y. or works..lb. .02¾- —
Group 2, bbls., same basis, lb. .12¼- —
3, bbls., same basis...lb. .10¾- —
4, bbls., same basis...lb. .11 - —
5, bbls., same basis...lb. .09½- —
6, bbls., same basis...lb. .09 - —
7, bbls., same basis...lb. .08½- —
8, bbls., same basis...lb. .07¾- —
9, bbls., same basis...lb. .08 - —
10, bbls., same basis..lb. .07¾- —
11, bbls., same basis..lb. .07¼- —
12, bbls., same basis..lb. .06¾- —
13, bbls., same basis..lb. .06¼- —
14, bbls., same basis..lb. .06 - —
Umber, American, bbls., works, lb. .02¾- —
Turkey, bbls., l.c.l., f.o.b. Bethlehem, Easton, Pa., N. Y.....lb. .04 - —
St. Louis.....lb. .04¾- —
ex car Los Angeles...lb. .04½- —
ex dock, Portland, San Francisco, Seattle..lb. .04¾- —
Boston .....lb. .04½- —
Chicago, Indianapolis, New Orleans.....lb. .04¾- —
Kansas City.....lb. .05 - —
Los Angeles, Portland, San Francisco, Seattle .....lb. .04¾- —
Minneapolis .....lb. .0486- —
Pittsburgh .....lb. .04¼- —
Vandyke, bbls., l.c.l.....lb. .05¾- —
Walnut crystals, bbls.....lb. .05¼- .06
Brucine, 100 oz., cns.....oz. .15 - —
Sulphate, 100 oz., cns.....oz. .12 - —
Bryonia root, bls.....lb. .17 - .18
Buchu leaves, bls.....lb. 1.00 Nom.
Buckthorn bark, true, bls.....lb. .12 - .15
cut and sifted, bbls.....lb. .16 - .18
Berries, bgs.....lb. .25 - .30
Burdock root, bls.....lb. .14 - .15
Burgundy pitch, dom., bbls...lb. .05½- .06
Butane, coml., 16-34°, tanks, group 3..gal. .02½- .03
Butternut bark, bls.....lb. .07 - .08
Butyl acetate, norm., cns., works..lb. .13½- .15½
dms., c.l., frt. alld.....lb. .09 - —
l.c.l., frt. alld.....lb. .09½- —
tanks, contract, frt. alld.lb. .08 - —
tankwagons, frt. alld.....lb. .08½- —
secondary, dms., c.l., frt. pd. E. of Miss. R..lb. .06½- —
l.c.l., same terms.....lb. .07 - —
tanks, same terms.....lb. .05½- —
Alcohol (see Alcohol):—
Aldehyde, dms., c.l., works..lb. .15½- —
l.c.l., works.....lb. .16½- .17½
tanks, works.....lb. .14½- —
Carbinol (see Carbinol).
Chloride, normal, dms., c.l., works..lb. .20 - —
l.c.l. .....lb. .23 - —
Crotonate, normal, 55 gal. dms., dlvd..lb. .35 - —
5 gal. cns.....lb. .75 - —
1 gal. cns.....lb. 1.00 - —
Ether (see under Ether).
Lactate, dms .....lb. .22½- —
Propionate, dms., dlvd.....lb. .14½- .17
tanks .....lb. .15½- —
Stearate, dms.....lb. .26 - —
Butyric ether, bots.....gal. 6.60 - 6.95
cns., works.....lb. .65 - .70
dms., frt. alld. Met. N. Y..lb. .60 - —

C

Cadmium, bromide, 25-lb. jars, 50 lbs. or more..lb. 1.56 - —
single jars.....lb. 1.61 - —
5-lb. bots.....lb. 1.75 - —
Iodide, 5-lb. bots.....lb. 4.19 - —
25-lb. cns.....lb. 4.05 - —
Lithopone (see Yellow).
Cadmium, metal, pat. shapes, cs. lb. .80 - —
ingots, or sticks.....lb. .75 - —
Red (see Red).
Selenide (see Red).
Sulphide (see Yellow).
Caffeine, 100-lb. cms., 10,000 lbs., or more..lb. 2.20 - —
2,000 lbs., or more.....lb. 2.25 - —
1,000 lbs., or more.....lb. 2.30 - —
100 lbs.....lb. 2.35 - —
25-lb., 10,000 lbs., or more...lb. 2.23 - —
2,000 lbs., or more.....lb. 2.28 - —
1,000 lbs., or more.....lb. 2.33 - —
100 lbs.....lb. 2.43 - —
25 lbs.....lb. 2.55 - —
10-lb. cans, 10,000 lbs. or more, lb. 2.25 - —
2,000 lbs. or more.....lb. 2.30 - —
1,000 lbs. or more.....lb. 2.35 - —
100 lbs. .....lb. 2.40 - —
less than 100 lbs.....lb. 2.75 - —
5-lb. cans, 25 lbs. or more lb. 2.70 - —
less than 25 lbs.....lb. 2.85 - —
Citrated, cns.....lb. 1.80 - 2.10
Hydrobromine, bots.....lb. 4.91 - 4.99
Calabar beans, bgs.....lb. .27 - .28
Calamus root, peeled, N.F., cs. lb. .20 - .22
bleached, bls.....lb. .60 - .65
Calcium acetate, bgs., dlvd. 100 lbs. 1.90 - —
Arsenate, bgs., c.l., dealers. E. of Rockies..lb. .06¾- .07¼
W. of Rockies, bgs., dms., lb. .06¼- .06¾
Southern cotton states, bgs., dms..lb. .06¼- .06¾

Calcium arsenate prices are works or whse. basis, frt. alld. to dest. in lots of 96 lbs. or over; no frt. or truck allowance for plant or whse. pick-up.

Bromide, 100 lbs., works, frt. equaled..lb. .70 - —
50 lbs., works.....lb. .72 - —
25 lbs., works.....lb. .75 - —
Carbide, dms., c.l., dlvd....lb. 4.75 - —
l.c.l., f.o.b. warehouse...lb. 4.85 - —
Carbonate (see Chalk and Whiting).
Chloride, flake, dom., 77-88%, bgs., dms., c.l., dlvd..ton.22.00 -35.00
l.c.l., 1 ton or over, dlvd., 100 lbs. 1.70 - 2.85
liquor, basis 40%, tanks, works..ton. 7.50 - —
solid, dom., 73-75%, bgs., dms., c.l., dlvd..ton.20.00 -23.00
l.c.l., 1 ton or over, dlvd., 100 lbs. 1.60 - 2.25
Gluconate, USP, gran., powd., bbls., 125 lbs..lb. .50 - —
dms. .....lb. .55 - .57
cns. .....lb. .68 - .85
Glycerophosphate, fib., dms., 1,000-lb. lots..lb. 1.10 - —
smaller lots.....lb. 1.25 - —
cns., 25 lbs.....lb. 1.50 - —
Hypophosphite, cns. .....lb. .62 - .67
Iodide, bots., jars.....lb. 4.04 - 4.19
Lactate, U.S.P., bbls., 200 lbs.lb. .23 - —
Nitrate, bgs., to fert. mfrs., ex vessel Atlantic or Gulf ports, for shipment during Oct.-Nov..ton.28.00 - —
Palmitate, bbls.....lb. .23½- .24½
Phosphate, dibasic, precip., 38-42% P_2O_5, bgs., c.i.f., Atlantic ports, shipt..unit-ton. No prices
tribasic, c.l., bbls., works..lb. .0635- —
l.c.l., bbls.....lb. .0705- —
Resinate, precip., bbls., 1 ton, lb. .13 - —
smaller lots .....lb. .14 - —
Stearate, precip., bbls., ctns., c.l..lb. .20½- —
l.c.l., 1 ton.....lb. .21½- —
Sulphate (see Gypsum).
Sulphide, 70%, CaS., bgs., c.l., wks..ton.46.00 - —
80%, CaS, bgs., c.l., wks..ton.51.00 - —
luminous, dom., tins, works., lb. .48 - —
Sulphocarbolate, bbls., 200 lbs..lb. .48 - —
kgs., 100 lbs.....lb. .50 - —
Calendula flowers, bls.....lb. .40 - .41
Calomel, bbls., fib., dms., kgs., 50 lbs. or more..lb. 2.57 - —
Camphor, natural, powd., cs...lb. .65 - .66
slabs, cs. .....lb. .65 - .66
tablets, tins .....lb. .70 - .71
synth., dom., tech., bbls., contract, 2,000 lbs. or more, works..lb. .35 - —
smaller lots, works....lb. .40 - —
USP, or import., gran. powd., bbls., 2,000-lb. lots....lb. .50 Nom.
1,000-lb. lots.....lb. .51 Nom.
smaller lots.....lb. .52 Nom.
tablets, 2,000-lb. lots....lb. .63 Nom.
1,000-lb. lots.....lb. .64 Nom.
smaller lots.....lb. .65 Nom.
Monobromate, bxs., kgs.....lb. 1.75 - 1.80
Canada balsam (see Fir balsam).
Canary seed, Argentina, bgs...lb. .04 - .04½
Morocco, bgs.....lb. .04¼- .04¾
Turkish, bgs.....lb. .04 - .04½
Canella alba bark, bls.....lb. .22 - .25
Canella alba bark, bls.....lb. .45 - .50
Cantharides, Chinese, cs.....lb. .90 - .95
powd., bxs. .....lb. 1.10 - 1.15
Russian, cs. .....lb. 3.25 - 3.30
powd., bxs. .....lb. 3.75 - 3.80
Capsicum (see Pepper, red).
Caraway seed, Dutch, bgs.....lb. .16 - .16½
Carbazole, 95%, dms., ton lots, works..lb. .70 - —
smaller quantities, works..lb. .80 - —
98%, dms., ton lots, works..lb. .75 - —
smaller quantities, works..lb. .85 - —
Carbinol, butyl, norm., dms., works..lb. .60 - —
small lots, works.....lb. .75 - —
Diethyl, dms., works.....lb. .60 - —
small lots, works.....lb. .75 - —
Dimethylethyl, dms., works..lb. .60 - —
small lots, works.....lb. .75 - —
Isobutyl, 128-132°, dms., c.l., works..lb. .33 - —
l.c.l., works .....lb. .34 - —
tanks, works .....lb. .32 - —
Carbon bisulphide, 55-gal. dms., c.l., frt. all'd. E. of Miss. R., N. of Ohio R..lb. .05 - —
l.c.l. same basis.....lb .05¾- —
5-gal. dms.. c.l., same basis. lb. .07 - .07½
l.c.l., same basis.....lb. .08 - .08½
Dioxide, cyls.....lb. .06 - .08
Tetrachloride, Zone 1, 52½ gal. dms., c.l., frt. alld. gal. .66½- —
l.c.l., frt. alld.....gal. .73 - —
5 or 10 gal., dms., c.l., frt. alld..gal. .90 - —
l.c.l., frt. alld.....gal. 1.00 - —
Zone 2, 52½ gal. dms., c.l., frt. alld..gal. .73 - —
l.c.l., frt. alld.....gal. .80 - —
5 or 10 gal. dms., c.l., frt. alld..gal. .97 - —
l.c.l., frt. alld.....gal. 1.07 - —
Zone 3, 52½ gal. dms., c.l., frt. alld..gal. .87 - —
l.c.l., frt. alld.....gal. .98 - —
5 or 10 gal. dms., c.l., frt. alld..gal. 1.10 - —
l.c.l..frt alld .... gal. 1.20 - —
Zone 4, 52½ gal., dms., c.l.gal. .93 - —
l.c.l. .....gal. .99 - —
5 or 10 gal. dms., c.l..gal. 1.07 - —
l.c.l. .....gal. 1.17 - —

All prices on carbon tetrachloride are frt. alld. with the exception of Zone 4 in which case the prices indicated are based on f.o.b. cars, L. A., Cal., S. F., Cal., Portland, Ore., and Seattle, Wash. All packages are inclusive and not returnable. Zone 1, includes the following States:—Me. N. H., Vt., Mass., Ct., R. I., N. Y., N. J., Pa., Md., Del., Va., W. Va., N. C., Tenn., O., Ind., Mich., Ill., Wis., Minn., Ia., Mo., also the river towns of Burlington, Ia., and Kansas City, Kan. Zone 2, includes N. D., S. D., Neb., Kan., Okla., Ark., La., Miss., Ala., Ga., S. C. and Fla. Zone 3, includes that portion of Montana east of Billings and the states of Wyoming, Colo., N. M., and Texas. Zone 4, includes Wash., Idaho, Montana, Ore., Cal. Nev., Utah and Arizona.

Cardamom, bleached, cs.....lb. 1.40 - 1.70
decorticated, cs. .....lb. 1.00 - 1.05
green, bgs. .....lb. .80 - .81
Carob bean flour (see Gum, Locust bean).
Carvol, bots.....lb. 4.00 - 4.25
Cascara sagrada bark, bulk...lb. .12 - .13
Case-hardening mixture, 30% lump, dms., l.c.l..lb. .09 - —
Casein, dom., 20-30 mesh bgs., c.l., dlvd..lb. .19 - .20
5 tons, works.....lb. .20½- .21½
smaller lots, works.....lb. .22 - .23
80-100 mesh, bgs.....lb. .19 - .20
5 tons, works.....lb. .20½- .21½
smaller lots, works.....lb. .22 - .23
import, Argent 'on mesh, bgs., c.l., duty paid..lb. .15 - .17
80-100 mesh, bgs., c.l. duty paid..lb. .15½- .17½
French, 80 mesh, bgs., c.l., duty paid..lb. .14 Nom.
Cassia, Batavia, 1, bgs.....lb. .18 - .19
shortstick, bls.....lb. .14¼- .14¾
broken, bls.....lb. .13½- .14
China, rolls, select, bls.....lb. .10½- .11
broken, extra, bls.....lb. .11 - .11½
Saigon, bls. .....lb. .16½- .18
Cassia buds, cs.....lb. .14 - .15
Cassia fistula, bskts.....lb. .18 - .19
Castile soap, Italian, white, bars, 40 lb. cases..case.14.00 - —
powd, bbls.....lb. .33 - .36
Castoreum, nat., cns.....lb.15.00 -18.00
synth., bots.....lb.19.00 - —
Castor oil (see Oil, castor).
Pomace, dom., 6½%, ammon., bgs., c.l., works..ton.17.50 - —
import, bgs., c.i.f., ports, shipment..ton.20.00 - —
Catnep leaves, Southern, bls...lb. .22 - .23
Celery seed, French, bgs.....lb. .20 - .21
Indian, bgs.....lb. .16¾- .17
Celluloid scrap (see Pyrox'in scrap).
Cellulose, acetate, flake gran., cs., 5,000 lbs. and over, frt. alld..lb. .35 - —
100 to 4,950 lbs., same basis..lb. .36 - —
less than 100 lbs., works, lb. .37 - —
Acetate-butyrate, high (20-40% butyryl content), 100-lb. ctn., 5,000 lbs. and up, frt. alld. lb. .45 - —
1,000-4,900 lbs., frt. alld.lb. .46 - —
100-900 lbs., frt. alld....lb. .47 - —
smaller pkg., works.....lb. .48 - —
Acetate-propionate, high (20-40% propionyl content), 100-lb. ctn., 5,000 lbs. and up, frt. alld.....lb. .45 - —
1,000-4,900 lbs., frt. alld.lb. .46 - —
100-900 lbs., frt. alld....lb. .47 - —
smaller pkg., works.....lb. .48 - —
low (up to 9.9%), 100-lb. ctn., 5,000 lbs. and up, frt. alld.lb. .41 - —
1,000-4,900 lbs., frt. alld.lb. .42 - —
100-900 lbs., frt. alld....lb. .43 - —
smaller pkg., works.....lb. .44 - —
medium (10-19.9%), 100-lb. ctn., 5,000 lbs. and up, frt. alld..lb. .43 - —
1,000-4,900 lbs., frt. alld.lb. .44 - —
100-900 lbs., frt. alld....lb. .45 - —
smaller pkg., works.....lb. .46 - —
Triacetate, flake, cs., 5,000 lbs. and over, frt. alld...lb. .35 - —
100 to 4,950 lbs., same basis..lb. .36 - —
less than 100 lbs., works, lb. .37 - —
Cerium hydrate, dms., works..lb. .60 - —
Oxalate, USP, bbls., works..lb. .35 - —
kgs., works.....lb. .37 - —
Chalk, precip., extra light, light, heavy, bgs., 50 lbs., c.l., f.o.b., works..lb. .02¾- —
cks., 250 lbs., c.l., f.o.b., works..lb. .03¼- —
Chamomile flowers, Hungarian, genuine, cs..lb. .50 - .60
Roman, bls.....lb. .40 - .45
Charcoal, softwood, gran., bgs., c.l., dlvd., Ala., Del., Ga., Ky., Md., Miss., N. J., N. Y., N. C., S. C., Tenn., Va., W. Va..ton.32.40 - —
Colo. .....ton.29.00 - —
Conn., Me., Mass., N. H., R. I., Vt....ton.32.80 - —
Ill. (except river point), Minn., Neb., Wis., ton.27.00 - —
Indiana .....ton.28.00 - —
Mo., Okla., Tex. (except El Paso)...ton.25.00 - —
Kansas El Paso, Tex., ton.26.00 - —
Michigan .....ton.29.80 - —
Ohio .....ton.29.80 - —
Penn. .....ton.31.80 - —
Utah .....ton.86.00 - —
Willow, powd., bbls.....lb. .06 - .07
Chestnut extract, clarif., 25% tan., bbls., c.l., wks..lb. .02½- —
l.c.l., bbls., wks.....lb. .02¾- —
tanks, wks.....lb. .01¾- —
Chillies (see Pepper, red).
China clay, dom., dry-grd., air-float 99.75%, 300 mesh bgs., c.l. works..ton. 9.50 - —
l.c.l., works.....ton.10.00 -10.00
bulk, c.l., works...ton. 7.60 - —
200 mesh, bgs., c.l., works..ton. 8.50 - —
l.c.l., works ...ton. 9.50 -15.50
wet-grd., silk-bolt, 99.9%, 325 mesh, bulk, c.l., works..ton. 9.50 - —
paper bgs., c.l., works, ton.12.50 - —
import, white, lump, bulk, c.l., ex dock, Balto., Boston, Norfolk, Phila..ton.26.00 Nom.
powd., cnks., l.c.l., ex dock, ton.39.00 Nom.
ex whse.....ton.42.00 Nom.

Chloral hydrate, bots., 1,000 lbs.	lb.	.93	- 1.02
500 lbs.	lb.	.96	- 1.05
100 lbs.	lb.	.98	- 1.07
25 lbs.	lb.	1.00	- 1.09
1-10 lbs.	lb.	1.05	- 1.12
dms., 1,000 lbs.	lb.	.90	- —
500 lbs.	lb.	.93	- —
100 lbs.	lb.	.95	- —
Chlorinated rubber, 6 cps., bgs., c.l., works.	lb.	.40	- —
ton lots, works.	lb.	.42	- —
smaller lots, works.	lb.	.45	- .50
10-1,000 cps., bgs., c.l., works,	lb.	.35	- —
ton lots, works.	lb.	.37	- —
smaller lots, works.	lb.	.40	- .46
Chlorine, liq., cyls., c.l., divd., N. Y.	lb.	.05¼-	—
contracts, divd., N. Y.	lb.	.06¼-	—
l.c.l., divd., N.Y.	lb.	.07¼-	—
tanks, single unit, works, frt. equald.	100 lbs.	1.75	- —
multiple unit, 3 or over, wks., frt. equald.,	100 lbs.	1.90	- —
2. works, frt. equald.,	100 lbs.	2.15	- —
1. works, frt. equald.,	100 lbs.	2.60	- —
Chloracetophenone, tins, works.	lb.	3.00	- 3.50
Chloroform, tech., 650-lb. dms.	lb.	.20	- —
100-lb. dms.	lb.	.22	- —
50-lb. dms.	lb.	.23	- —
USP, 650-lb. dms.	lb.	.30	- —
100-lb. dms.	lb.	.32	- —
50-lb. dms.	lb.	.33	- —
Chloropicrin, comi, 180-lb. cyls., works.	lb.	.80	- —
100 lb. cyls., works.	lb.	.85	- —
5-25 lb. cyls., works.	lb.	1.00	- 1.10
Chrome acetate, powd., 24%, bbls., divd.	lb.	.13¾-	—
solut., 5¼% cs., bbls.	lb.	.05¾-	—
Cake, bulk, c.l., works.	ton.	15.00	-16.00
Green (see Green, chrome).			
Oxide (see Green, chrome).			
Sulphate, pearls, dms.	100 lbs., lb.	.40	- —
powd., dms., 100 lbs.	lb.	.43	- —
scales, dms., 100 lbs.	lb.	.46	- —
Trioxide (see Acid, chromic).			
Yellow (see Yellow, chrome).			
Chrysarobin, 5-lb. bot.	lb.	5.00	- —
Cinchona bark, quill, USP., 10 in., medium, cs.	lb.	.70	- .75
20 in., thick, cs.	lb.	.70	- .75
20 in., medium, cs.	lb.	.30	- .35
USP, broken quill, red, bgs.,	lb.	.30	- .35
yellow, bgs.	lb.	.30	- .35
Cinchonidine, crys., small cns.,	100 ozs..	oz.	.83 - —
large, cns.	100 ozs..	oz.	.87 - —
powd., cans.	100 ozs..	oz.	.80 - —
Sulphate, N.F., cns.	100 ozs..	oz.	.47 - —

Cinchonidine buyers must pay a surcharge of 4c. per oz., to cover present war risk insurance, higher ocean freight rates, and additional expenses over the cost of usual business. Changes in these controlling factors will be reflected in the surcharge invoiced.

Cinchonine, crys., small, cns.,	100 ozs..	oz.	.54 - —
large, cns.	100 ozs..	oz.	.58 - —
powd., cns.	100 ozs..	oz.	.50 - —
Sulphate, N.F., cns.	100 ozs..	oz.	.34 - —

Cinchonine buyers must pay a surcharge of 4c. per oz., to cover present war risk insurance, higher ocean freight rates and other expenses over the cost of usual business. Changes in these controlling factors will be reflected in the surcharge invoiced.

Cinchophen, USP, boxes, 5 lbs.,	lb.	3.90	- —
bots., 1 lb.	lb.	3.42	- —
dms, 100 lbs.	lb.	3.15	- —
Cinnamic-alcohol (see Alcohol cinnamic).			
Aldehyde, f.c.c., cbys.	lb.	.85	- .90
Cinnamon, Ceylon, 2 bls.	lb.	.20½-	.21
3 bls.	lb.	.20	- .20½
Citral, bots., cns.	lb.	1.40	- 3.10
Citrine ointment, jars, tubes.	lb.	.87	- —
Citronellal, bots., dms.	lb.	.75	- .80
Citronellol, bots., dms.	lb.	1.60	- 1.85
Clove, Madagascar, bls.	lb.	.24	- .25
Zanzibar, bls.	lb.	.23	- .24
Clover tops, bgs.	lb.	.35	- .38
Coaltar, coal-gas, crude, bbls., c.l., works.	bbl.	7.50	- 7.75
l.c.l., works.	bbl.	8.25	- 8.50
tanks, works.	gal.	.07½-	.09
refd., bbls., c.l., works.	bbl.	8.00	- 8.25
l.c.l., works.	bbl.	8.75	- 9.00
tanks, works.	gal.	.08½-	.10
water-gas, crude, dms., c.l., works.	dm.	7.50	- —
l.c.l., works.	dm.	8.25	- —
refd., dms., c.l., works.	dm.	8.00	- —
l.c.l., works.	dm.	8.75	- —
Cobalt acetate, bbls., kgs., divd.,	lb.	.65	- .67
Carbonate, pwd., bgs., wks.,	lb.	1.25	- 1.65
Chloride, kgs., wks.	lb.	.76	- 1.20
Hydrate, bbls.	lb.	1.78	- —
Linoleate, paste, 6%, dms.	lb.	.31	- —
solid, 8¼%, bbls.	lb.	.33	- —
Oleate, bbls.	lb.	.25	Nom.
Oxide, black, kgs.	lb.	1.84	- —
Resinate, fused A, bbls.	lb.	.13½-	—
1%, bbls.	lb.	.13	- —
2%, bbls.	lb.	.14	- —
3½%, bbls.	lb.	.17½-	—
precip., dms., divd.	lb.	.34	- —
Sulphate, dms.	lb.	.65	- —
Cocaine, hydrochloride, 100 ozs., cns.	oz.	9.75	- —
Cochineal, gray, bgs.	lb.	.35	- .38
Teneriffe, silver, bgs.	lb.	.36	- .39
Cocoa butter, bulk, c.l., bgs.	lb.	.14	- .14½
Cocillana bark, bgs.	lb.	.40	- .45
Codeine, cns., 100 ozs.	oz.	11.70	- —
Hydrochloride, cns., 100 ozs.	oz.	10.50	- —
Phosphate, cns., 100 ozs.	oz.	9.00	- —
Sulphate, cns., 100 ozs.	oz.	9.50	- —
Codliver oil (see Oil, codliver).			
Cohosh, black, root, bls.	lb.	.06½-	.07
Blue, root, bls.	lb.	.06	- .07
Colchicine, bots., 4 ozs.	oz.	18.00	- —
single, ozs.	oz.	19.00	- —
Colchicum seed, bgs.	lb.	.36	- .40
Collodion, USP, dms., 325 lbs.	lb.	.12½-	—
cns., 25 lbs.	lb.	.16	- —
Flexible, USP, dms., 325 lbs.	lb.	.14½-	—
cns., 25 lbs.	lb.	.18	- —
Colocynth pulp, bls.	lb.	.68	- .70
Colombo root, bls.	lb.	.18	- .20
Coltsfoot leaves, bgs.	lb.	.15	- .16
Condurango bark, bgs.	lb.	.14	- .16
Conium leaves, bls.	lb.	.30	- .32
Copaiba balsam, Para, cns.	lb.	.35	- .36
S. A. USP, cns.	lb.	.37	- .39
Copper acetate, normal, bbls., divd.	lb.	.22	- —
smaller containers, divd.	lb.	.24	- —
Carbonate, 52-54%, bbls.	lb.	.1690	Nom.
Chloride, cryst., bbls.	lb.	.18	Nom.
Cyanide, tech., bbls.	lb.	.34	Nom.
Iodide, bots.	lb.	5.15	- 5.19
Metal, electrolytic.	lb.	.12½-	—
Nitrate, cryst., bbls.	lb.	.17	Nom.
Oleate, precip., bbls.	lb.	.20	- —
Oxide, black, 79-80% bbls., tons, works.	lb.	.18¾	Nom.
Red, com'l., 80-88%, kgs., f.o.b. N. Y.	lb.	.20	Nom.
Resinate, precip., bbls.	lb.	.15	- .16
Stearate, precip., bbls.	lb.	.24½-	.25½
Sulphate (see Blue vitriol).			

Copperas, cryst., gran., bgs., c.l., works.	ton.	17.00	- —
bbls., c.l., works.	ton.	19.00	- —
l.c.l., 25 or over, works,	100 lbs.	1.45	- —
5-24, works.	100 lbs.	1.55	- —
1-4, works.	100 lbs.	2.00	- —
bulk, c.l., works.	ton.	14.00	- —
Copra, Coast, shipt.	lb.	.0210-	.0215
Coriander seed, Morocco, bgs.	lb.	.07	- .07½
bleached, bgs.	lb.	.10	- .10½
Corn sugar, Tanner's chipped, bgs., c.l., divd.	100 lbs.	2.94	- —
slabs, bbls., c.l.	100 lbs.	2.86	- —
solid, bbls., c.l.	100 lbs.	2.98	- —
Syrup, 42°, bbls., c.l.	100 lbs.	2.97	- —
43°, bbls., c.l.	100 lbs.	3.02	- —
Cornsilk, bls.	lb.	.14	- .15
Corrosive sublimate, cryst., dms., 50 lbs. or more.	lb.	2.14	- —
gran., powd., dms., 50 lbs. or more.	lb.	1.99	- —
Cottonroot bark, bls.	lb.	.11	- .12
Cottonseed hull ash, 32-36% pot-ash, bgs., divd., unit-ton.		1.10	- —
Coumarin, 5 lbs., or more, 25-lb. cns.	lb.	2.75	- 3.00
5-lb. cns.	lb.	2.85	- 3.10
1-lb. cns.	lb.	3.00	- 3.25
1-oz. cns.	lb.	3.35	- 3.60
less than 5 lbs., cns.	lb.	4.15	- 4.65
Cramp, bark, genuine, bls.	lb.	.23	- .24
so-called, bls.	lb.	.06	- .07
Cranesbill root, bls.	lb.	.13¾-	.14
Cream tartar, gran. or powd., bbls., 5,000 lbs., one shipm't,	lb.	.25¼-	—
smaller lots, bbls.	lb.	.25¾-	—
kgs.	lb.	.26¾-	—
Creosote, beechwood, bots.	lb.	.70	.75
Hardwood, USP, bots.	lb.	.45	- .47
Pine, dms.	gal.	.28	- —
Carbonate, bots., cbys.	lb.	1.40	- 1.75

Creosote, oil, crude, tanks, works,	gal.	.13½-	.14½
Coaltar, solution, tanks, works.	gal.	.122	- .133
refd., bbls., l.c.l., works.	gal.	.20	- —
tanks, works.	gal.	.18	- .18¼
Cresol, USP, dms., c.l., works.	lb.	.09½	Nom.
l.c.l., same basis.	lb.	.10	Nom.
special resin grade, dms., c.l., works.	lb.	.08¾	Nom.
l.c.l., same basis.	lb.	.08¾	Nom.
Crotonaldehyde, 97%, 55 and 110 gal. c.l., works.	lb.	.11	- —
l.c.l., works.	lb.	.12	- —
5 and 10 gal. dms., works.	lb.	.15	- —
Cube root, powd., 5% rotenone, bbls., f.o.b. N.Y.C., frt. equaled, with shipments from Newark and Balto. Prices for Pacific Coast are plus frt., 10,000 lbs. or more.	lb.	.24	- .25
2,000 lbs. to 10,000 lbs.	lb.	.25	- .26
1,000 lbs. to 2,000 lbs.	lb.	.26	- .27
200 lbs. to 1,000 lbs.	lb.	.27	- .28

4% rotenone prices are 4c. per lb. less.

Cube, powd., contracts have no protection against decline in price. Part deliveries against contract are billed at price for smaller quantities, subject to adjustment when contract quantity is reached.

Cubeb berries, XX, bgs.	lb.	.42	- .44
powd., cs.	lb.	.47	- .48
Culver's root, bls.	lb.	.15	- .16
Cumin seed, Algerian, bgs.	lb.	.18½-	.19
Morocco, bgs.	lb.	.20	- .20½
Cutch, Borneo, extract, solid, f.a.s., bgs.	lb.	.04	- —
Cyanamide, 22%, N_2, pulv., bgs., divd., contracts, N_2, unit ton.		1.37½-	—
Cyanide-chloride, mixture, 45%, gran., dms.	lb.	.10¾-	—
lump, dms.	lb.	.09¾-	—
75%, gran., dms.	lb.	.15	- —

Chloral Hydrate—Devil's Club

Cyclohexane, 98-100%, dms., works, frt. alld., E. of Rockies.	lb.	.25	- —
Cyclohexanol, 98-100%, dms., works, frt. alld., E. of Rockies.	lb.	.30	- —
Cyclohexanone, 98-100%, dms., works, frt. alld., E. of Rockies.	lb.	.58	- —

D

Damiana leaves, bls.	lb.	.20	- .21
Dandelion root, German, bls.	lb.	.27	- .28
Deertongue leaves, bls.	lb.	.10	- .11
Degras, common, dom., bbls.	lb.	.09½-	.10
English, bbls.	lb.	.10	Nom.
neutral, dom., bbls.	lb.	.15	- .18
English, bbls.	lb.	.15	- .18
Derris root, powd., 5% rotenone, bbls., f.o.b. N.Y.C., frt. equal'd., with shipments from Newark and Balto. Prices for Pacific Coast are plus frt., 10,000 lbs., or more.	lb.	.24	- .26
2,000 lbs., to 10,000 lbs.	lb.	.26	- .30
1,000 lbs. to 2,000 lbs.	lb.	.28	- .32
200 lbs. to 1,000 lbs.	lb.	.30	- .34

4% rotenone prices are 6c. per lb. less.

Derris root, powd., contracts give no protection against decline in price. Part deliveries against contract are billed at price for such smaller quantities, subject to adjustment when contract quantity is reached.

Derris, extract, 25% rotenone, bulk, cns.	lb.	4.00	- 5.00
15% rotenone, bulk cns.	lb.	2.25	- 3.25
Devil's club, root bark.	lb.	1.50	- —

Specialties

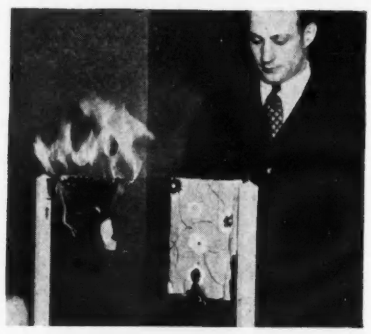
THAT MAY HELP SOLVE YOUR CHEMICAL PROBLEMS

The following specialties now available may suggest possibilities for use in your products:

FIRE RETARDANTS

AMMONIUM SULFAMATE: White crystalline solid, melting point 131° C; extremely soluble in water.

USES: For flameproofing textiles and certain grades of paper. Does not impart stiffening action or otherwise adversely affect the "feel" or appearance of treated materials. It is particularly suited for certain special applications.



FIRE RETARDANT "CM"—Gives complete protection against spread of flame and afterglow. Recommended for fabrics, paper and specialty products—particularly when freedom from stiffening action and efflorescence is desired.

FIRE RETARDANT "T"—Gives complete protection against spread of flame and afterglow. Recommended for use on fabrics and paper in those cases where slight stiffening action and efflorescence are not objectionable.

FIRE RETARDANT "3 WG"

This material is recommended for use on fabrics or specialty products which may be subjected to drying at high temperatures. It is free from any tendency to effloresce on the surface of treated materials but imparts a definite stiffening action.

SULFAMIC ACID:

A strong mineral acid now available in commercial quantities. Non-volatile, non-hygroscopic, crystalline solid. Melting point 205° C, with decomposition. Moderately soluble in water, slightly soluble in organic solvents; all common salts extremely soluble in water.

USES: For removal of nitrites following diazotization reactions in the production of azo dyes and lake pigments; leather tanning; cleaning compounds; acidimetric standard in analytical work; intermediate for syntheses

POTASSIUM SILICATE:

A chemical with several interesting characteristics which may suggest applications in your products.

Weight ratio SiO_2:K_2O=2.5; molar ratio SiO_2:K_2O approx. 3.9; colorless. Available in both glass and solution form.

USES: Non-effloresing base for inorganic paints and protective coatings; flux coating of welding rods; binder in the manufacture of carbon arc light electrodes.

We invite inquiries for these and other materials which may help solve some of your chemical problems. Technical assistance is available for users of Du Pont chemicals.

E. I. DU PONT DE NEMOURS & COMPANY

INCORPORATED

GRASSELLI CHEMICALS DEPARTMENT

WILMINGTON DU PONT DELAWARE

REG. U.S. PAT. OFF.

Dextrin—Glue

Dextrin, British gum, c.l., f.o.b., Chicago..100 lbs. 3.60 - —
l.c.l., f.o.b. Chicago..100 lbs. 3.70 - —
Corn, canary, bgs., c.l., f.o.b. Chicago..100 lbs. 3.55 - —
l.c.l., f.o.b. Chicago..100 lbs. 3.45 - —
white, bgs., c.l., f.o.b. Chicago..100 lbs. 3.30 - —
l.c.l., f.o.b. Chicago..100 lbs. 3.50 - —
Potato, import, bgs.....lb. .07¾ Nom.
Diacetone (see under Alcohol).
Diacetyl, bots.....lb. 10.00 -11.00
Diamyl ether, dms., c.l., works, lb. .085 - —
l.c.l., works.....lb. .092 - —
tanks, works.....lb. .075 - —
Oxalate, dms., l.c.l., works..lb. .30 - —
Phthalate, dms., c.l., divd..lb. .21 - —
l.c.l., divd. .....lb. .21½- —
tanks, divd. .....lb. .20 - —
Sulphide, dms., l.c.l., works.lb. 1.10 - —
Diamylamine, dms., c.l., works, lb. .47 - —
l.c.l., works.....lb. .48 - .50
tanks, works .....lb. .45 - —
Diamylene, dms., c.l., works..lb. .096 - —
l.c.l., works .....lb. .102 - —
tanks, works .....lb. .085 - —
Diamylnaphthalene, dms., l.c.l., works..lb. .20 - —
Diamylphenol (2, 4), dms., c.l., works..lb. .17 - —
l.c.l. .....lb. .20 - —
Diatomaceous earth, dom., bgs., c.l., Pacific cst., works, ton.22.00 -35.00
l.c.l., ex whse.....ton.45.00 -150.00
import, bgs., c.l., c.i.f.....ton.23.00 Nom.
Dibutylamine, dms., c.l., works, lb .50 - —
l.c.l. .....lb. .51 - .53
tanks, works .....lb. .48 - —
Dibutyl ether (see Ether, butyl).
Phthalate, dms., c.l., divd...lb. .19 - —
l.c.l., divd. .....lb. .19¼- —
tanks, divd.....lb. .18 - —
cns., works .....lb. .23½- .26½
Sebacate, dms., wks.....lb. .45 - —
Tartrate, dom., dms.....lb. .50 - —
Dicalcium phosphate (see Calcium phosphate, dibasic).
Dichlorethyl ether, dms., c.l., works..lb. .15 - —
l.c.l., works .....lb. .16 - —
tanks, works .....lb. .14 - —
Dichloropentane, dms., c.l., works, lb. .0421- —
l.c.l. .....lb. .04 - —
tanks .....lb. .023 - —
Diethanolamine, dms., c.l., works, lb. .24 - —
l.c.l., works .....lb. .26 - —
tanks, works .....lb. .23 - —
Diethylamine, dms., l.c.l., works, lb. .70 - —
Diethyl carbonate, coml., dms.lb. .26 - —
refd., 99%, dms.....lb. .36 - —
Carbinol (see Carbinol).
Phthalate, dms., c.l., frt. alld, lb. .19 - —
l.c.l. .....lb. .19¼- —
tanks .....lb. .18 - —
Sulphate, dms., c.l., works..lb. .13 - —
l.c.l., works .....lb. .14 - —
tanks .....lb. .12 - —
Diethylanilin, dms. .....lb. .40 - —
Diethyleneglycol, dms., c.l., works, lb. .16 - —
l.c.l., works.....lb. .17 - —
Monobutylether, dms., works.lb. .32 - .34
Monoethylether, d m s., c.l., works..lb. .15 - —
l.c.l., works.....lb. .16 - —
tanks, works.....lb. .14 - —
Digitalis leaves, dms.....lb. .40 - .45
Diglycol laurate, c.l.....lb. .16 - —
Oleate, light, bbls., c.l.....lb. .13 - —
Stearate, bbls., c.l.....lb. .20 - —
Di-isobutyl ketone, dms., works, lb. .19 - —
Dillseed, recleaned, bgs.....lb. .12½- .13
Dimethyl phthalate, dms., c.l., divd..lb. .18½- —
l.c.l., divd. .....lb. .19 - —
tanks, divd. .....lb. .17½- —
Dimethylanilin, dms., c.l.....lb. .32 - —
l.c.l., dms. .....lb. .34 - —
Dimethylamine, dms., c.l., divd., lb. 1.00 - —
l.c.l. divd. .....lb. 1.05 - —
Dimethylethyl carbinol (see Carbinol)
Dinitrobenzene, bbls., 80° min., lb. .13 - —
Dinitrochlorobenzene, dms....lb .14 - —
Dinitronaphthalene, kgs.....lb. .35 - .38
Dinitrophenol, bbls. .....lb. .22 - —
Dinitrotoluene, dms. .....lb. .15½- —
oily, dms. .....lb. .09 - —
Diorthotoluolguanidin, dms., 2,000 lbs. or over, divd..lb. .44 - —
600-1,950 lbs., divd.....lb. .46 - —
150-450 lbs., divd.....lb. .47 - —
Dioxan, dms., c.l., frt. alld.....lb. .20 - —
l.c.l., same basis.....lb. .21 - —
tanks, same basis.....lb. .19 - —
Dip oil (see Tar acid oil).
Dipentene, dms. .....gal. .47 - .50
tanks .....gal. .41 - —
Diphenyl, bbls., c.l., works....lb. .15 - —
l.c.l., works.....lb. .16 - .20
Oxide, perfume grade, cns...lb. .50 - .52
Diphenylamine, bbls. .....lb. .31 Nom.
Diphenylguanidin, dms., 2,000 lbs., or over, divd..lb. .35 - —
600-1,950 lbs., divd.....lb. .32 - —
150-450 lbs., divd.....lb. .37 - —
Diphenylmethane, bots.....lb. 1.40 - 3.00
Disodium phosphate (see Soda phosphate, dibasic).
Divi-divi extract, bbls.....lb. .05¾- .06¼
Doggrass root, cut, bls.....lb. .18 - .20
Dogwood bark, Jamaica, bls., lb. .08 - .09
Dover's powder, USP, cns.....lb. 2.75 - 2.80
Dragon's blood, mass, cs.....lb. .65 - .70
reeds, thin, cs.....lb. 1.05 - 1.10

Dyes, coaltar (certified colors) for foods, drugs and cosmetics:—
Blue, FD&C blue, No. 1, cns..lb.13.50 - —
FD&C blue, No. 2, cns.....lb.13.50 - —
Green, FD&C green, No. 1, cns, lb.13.50 - —
FD&C green, No. 2, cns....lb.17.50 - —
FD&C green, No. 3, cns....lb.27.50 - —
Orange, FD&C orange, No. 1, cns..lb. 2.90 - —
FD&C orange, No. 2, cns..lb. 3.65 - —
Red, FD&C red, No. 1, cns..lb. 6.00 - —
FD&C red, No. 2, cns.....lb. 3.15 - —
FD&C red, No. 3, cns.....lb.17.50 - —
FD&C red, No. 4, cns.....lb. 5.75 - —
Yellow, FD&C yellow, No. 1, cns..lb. 8.50 - —
FD&C yellow, No. 3, cns..lb. 2.65 - —
FD&C yellow, No. 4, cns..lb. 2.65 - —
FD&C yellow, No. 5, cns..lb. 3.15 - —
FD&C yellow, No. 6, cns..lb. 3.15 - —
Brown, D&C brown, No. 1, cns. lb.12.35 - —
Green, D&C green, No. 5, cns. lb.12.35 - —
D&C, green, No. 6, cns....lb.12.35 - —
Orange, D&C orange, No. 3, cns..lb. 3.35 - —
D&C orange, No. 4, cns....lb.15.35 - —
D&C orange, No. 10, cns...lb.15.85 - —
D&C orange, No. 11 cns...lb.17.35 - —
Red, D&C, No. 17, cns.....lb. 8.35 - —
D&C, red No. 19, cns.....lb.15.35 - —
D&C red, No. 22, cns.....lb. 8.35 - —
D&C red, No. 37, cns.....lb.12.35 - —

Dyes, coaltar (certified colors) for drugs and cosmetics:—
Yellow D&C yellow, No. 7, cns. lb. 3.35 - —
D&C yellow, No. 8, cns....lb. 8.35 - —

Dyes, coaltar (certified colors) for external use drugs and cosmetics:—
Blue, Ext.D&C blue, No. 1, cns—lb.12.35 - —
Green, Ext.D&C, green, No. 1, cns..lb.12.35 - —
Red, Ext.D&C, red, No. 1, cns. lb.10.35 - —
Ext.D&C, red, No. 10, cns.. lb.12.35 - —
Ext.D&C, red, No. 11, cns. lb.12.35 - —
Ext.D&C. red, No. 13, cns.. lb.12.35 - —
Yellow, Ext.D&C, yellow, No. 1, cns..lb. 3.35 - —

Dyes, coaltar, for general uses (numbers are those of Colour Index scale):—
36 Chrome yellow 2G....lb. .65 - .70
40 Chrome yellow R.....lb. .50 - 1.00
53 Victoria violet.....lb. .80 - 1.00
165 Lake red C.....lb. .80 - .95
176 Fast red A.....lb. .56 - .60
180 Fast red VR.....lb. 1.50 - 1.65
189 Lake red R, paste....lb. .85 - .90
189 Lake red R, powd....lb. 3.00 - 3.10
202 Chrome blue black U.lb. .32 - .40
204 Chrome black A.....lb. 1.75 - 2.00
208 Fast red blue R.....lb. .75 - 2.00
216 Chrome red B.....lb. 1.75 - 2.00
262 Cloth red 2B.....lb. .60 - .80
289 Fast cyanin 5R.....lb. .90 - 1.00
290 Chrome black F.....lb. .60 - .65
307 Fast cyanin black B..lb. .80 - .85
326 Direct cast scarlet....lb. 2.00 - 2.25
304 Paper yellow.....lb. .83 - .90
365 Chrysophenin G.....lb. .58 - .70
394 Direct violet N.....lb. 1.25 - 1.30
382 Direct scarlet B.....lb. 1.50 - 1.75
387 Direct violet B.....lb. 1.00 - 1.30
401 Developed black BHN.lb. .45 - .60
406 Direct blue 2B.....lb. .25 - .30
415 Direct orange R.....lb. .60 - .70
419 Direct fast red F.....lb. .75 - .85
420 Direct brown M.....lb. 1.00 - 1.10
448 Benzo purpurin 4B....lb. .40 - .42½
495 Benzo purpurin 10B..lb. .40 - .50
502 Direct azurin G.....lb. .75 - .80
512 Direct blue RD.....lb. .80 - 1.00
518 Direct pure blue 6B...lb. 1.10 - 1.25
520 Direct pure blue.....lb. .50 - 1.00
529 Direct fast, black, FF.lb. .55 - 1.00
581 Direct black EW.....lb. .25 - .50
583 Direct black RX.....lb. .35 - .45
593 Direct green B.....lb. .75 - .80
594 Direct green G.....lb. 1.00 - 1.05
596 Direct brown 3GO....lb. .35 - 1.00
620 Direct yellow R.....lb. 1.25 - 1.50
688 Acid violet.....lb. 1.00 - 3.00
812 Primulin .....lb. .50 - .52
814 Direct fast yellow....lb. 2.00 - 2.25
845 Nigrosin (water soluble). lb. .55 - .60
1177 Indigo, 20 p. c. paste.lb. .15 - .18
Benzo fast black L....lb. .90 - 1.00
Sulphur black.....lb. .20 - .25
Sulphur blue.....lb. .40 - 1.00
Sulphur brown.....lb. .25 - .50
Sulphur maroon.....lb. .40 - —
Sulphur olive.....lb. .25 - .54
Sulphur tan.....lb. .30 - .50
Sulphur yellow.....lb. .30 - .50
Zambesi black.....lb. .75 - .80

Dyes, coaltar, for stains, oil-soluble (prices in barrels of 100 lbs.; lots of 25 pounds to a barrel are 3c. per lb. higher; f.o.b. sellers' works or warehouse)
Black:—
865 Nigrosin derivatives..lb. .38 - .62
Blue:—
1075 Alizarin astrol base...15.00 - —
1078 Alizarin cyanin green base..lb. 6.00 - —
Browns:—
Brown .....lb. 1.15 - —
Green:—
1078 Alizarin cyanin green.lb. 5.00 - —
.... Green .....lb. .75 - —
Orange:—
24 Sudan I.....lb. .75 - —
.... Orange, red shade..lb. .75 - —
Red:—
75 Sudan II.....lb. 1.05 - —
268 Sudan IV.....lb. .95 - —
749 Rhodamine B (oil pink) lb. 2.50 - —
1080 A n t h raquinone violet base..lb. 6.00 - —
680 Oil violet.....lb. .50 - —
Yellow:—
15 Amidoazobenzene yellow..lb. .90 - —
17 Amidoazotoluene yellow, lb. .75 - —
61 Yellow OB.....lb. 1.40 - —

Spirit-soluble (prices in barrels of 250 lbs. each; lots of 25 lbs. to a barrel, 3c. per lb. higher; f.o.b. sellers' works or warehouse).
Black:—
864 Nigrosin.....lb. .38 - .44
Blue:—
860 Indulin.....lb. .60 - .70
Brown:—
231 Bismarck brown.....lb. 1.50 - —
Green:—
637 Malachite green base.lb. 2.00 - —
Orange:—
20 Chrysoidin G.....lb. .95 - —
21 Chrysoidin R.... ....lb. .95 - —
Red:—
677 Fuchsin, magenta base, lb. 7.25 - —
749 Rhodamine B.....lb. 4.75 - —
Yellow:—
67 A m i d o azotoluene yellow..lb. .75 - —
655 Auramine .....lb. 2.00 - —
800 Chinolin yellow SS...lb. 2.00 - —
Violet:—
680 Methyl violet base....lb. .90 - —

Water-soluble (prices in barrels of 250 lbs. each; lots of 25 lbs. to a barrel, 3c. per lb. higher; f.o.b. sellers' works or warehouse).
Black:—
246 Naphthol blue black S, lb. .50 - —
873 Methylene gray.....lb. 1.50 - —
Blue:—
714 Patent blue A.....lb. 1.45 - —
729 Victoria blue B.....lb. 2.00 - —
861 Indulin .....lb. .87 - —
909 New blue R.....lb. 1.30 - —
922 Methylene blue.....lb. 1.00 - —
1054 Alizarin saphirol B..lb. 1.90 - —
1189 Indigotin IA.....lb. .85 - —
Brown:—
234 Resorcin brown Y...lb. .65 - —
235 Resorcin dark brown R lb. .68 - —
231 Bismarck brown G...lb. .40 - .52
332 Bismarck brown R...lb. .40 - .52
793 Phosphin .....lb. 4.65 - —
Green:—
5 Naphthol green B...lb. 1.00 - —
657 Malachite green.....lb. 1.35 - —
662 Brilliant green.....lb. 2.00 - —
666 Guinea green B.....lb. 1.15 - —
737 Wool green S.....lb. .58 - —
924 Methylene green B..lb. 1.35 - —
1078 Alizarin cyanin green, lb. 2.35 - —
Orange:—
10 Chrysoidin G.....lb. .40 - —
21 Chrysoidin R.....lb. .37 - —
27 Orange G.....lb. .50 - —
151 Orange Y.....lb. .30 - —
161 Orange R.....lb. .24 - —

Dyes, coaltar for stains, water soluble (numbers are those of Colour Index scale).
Red:—
51 Amidonaphthol red G. lb. .42 - —
87 Amidonaphthol red 5B. lb. .68 - —
79 Popceau R.....lb. .48 - —
88 Fast red B.....lb. 1.05 - —
176 Fast red A.....lb. .54 - —
179 Azorubin .....lb. .60 - .63
183 Crocein scarlet 3BX.lb. .72 - .75
185 Cochineal red A....lb. .60 - —
252 Brilliant crocein M..lb. .68 - —
677 Fuchsin .....lb. 2.10 - —
749 Rhodamine B.....lb. 3.50 - —
752 Rhodamine 6G.....lb. 4.50 - —
768 Eosin G.....lb. 1.50 - —
841 Safranin .....lb. 1.45 - —
Violet:—
680 Methyl violet B.....lb. .75 - —
681 Crystal violet C.....lb. 1.75 - —
695 Acid violet 4BN....lb. .88 - —
Yellow:—
10 Naphthol yellow S...lb. .88 - —
138 Metanil yellow.....lb. .53 - —
639 Fast light yellow...lb. 1.25 - —
639 Xylene light yellow.lb. 1.15 - —
640 Tartarzin .....lb. .80 - —
656 Auramine .....lb. 1.27 - —
Dyes, natural (see name of article).

E

Echinacea root, bls.....lb. .18 - .19
Egg albumen (see Albumen).
yolk, dom., bbls.....lb. .62 - .64
imported .....lb. .59 - .62
Elder flowers, bright, bls.....lb. .45 - .47
Elecampane root, bls.....lb. .10 - .11
Elm bark, grinding, bls.....lb. .10½- .11
powd., bbls., bxs.....lb. .20 - .21
select, bndls. .....lb. .19 - .21
Emetine hydrochloride, bots..oz.19.00 -19.50
Ephedra, bls. .....lb. .10 - .10½
Ephedrine, tins, 1,000 ozs.....oz. 1.50 - —
tins, 100 ozs.....oz. 1.60 - —
Hydrochloride, tins, 1,000 oz., lots..oz. 1.25 - —
tins, 100 oz., lots.....oz. 1.35 - —
Sulphate, cryst., tins, 1,000-oz., lots..oz. 1.25 - —
tins, 100-oz. lots.....oz. 1.35 - —
Epsom salt, tech., bgs....100 lbs. 1.80 - —
bbls. .....100 lbs. 1.90 - —
USP, cryst., dom., bgs., c.l., 100 lbs. 2.00 - —
l.c.l., 5,000 lbs 1 withdrawal..100 lbs. 2.25 - —
smaller lots....100 lbs. 2.50 - —
bbls., c.l.....100 lbs. 2.10 - —
l.c.l., 5,000 lbs., 1 withdrawal..100 lbs. 2.35 - —
smaller lots....100 lbs. 2.60 - —
kgs., c.l.....100 lbs. 2.35 - —
l.c.l., 5,000 lbs., 1 withdrawal..100 lbs. 2.60 - —
smaller lots.....100 lbs. 2.85 - —
dried, dom., bgs., l.c.l...lb. .08 - .09
Ergot, USP, cns., dms.....lb. 3.25 - 3.75
Eserine, bots. .....oz.42.00 - —
Salicylate, bots. .....oz.36.00 - —
Sulphate, bots. .....oz.36.00 - —
Ether, acetic (see Ethyl acetate)
Butyl dms., c.l., divd.....lb. .24½- —
l.c.l., divd. .....lb. .25 - —
cns. .....lb. .28 - .31
Ethyl (see Ether, sulphuric).
Nitrous, conc., bots., 100 lbs., lb. .53 - —
Sulphuric, conc., dms., 120 lbs., lb. .09 - —
cns., 27 lbs. .....lb. .14 - —
synth., dms., c.l., works..lb. .08 - —
l.c.l., works.....lb. .09 - —
USP, anesthesia, dms., 27 lbs., lb. .26 - —
USP, 1880, dms.....lb. .39 - .40
washed, dms. .....lb. .37 - .38
Ethyl acetate, 85-90%, dms., c.l., frt. alld..lb. .071 - —
l.c.l., frt. alld.....lb. .076 - —
tanks, frt. lld.....lb. .061 - —
95-98%, dms., c.l., frt. alld.lb. .0785- —
l.c.l., frt. alld.....lb. .0835- —
tanks, frt. alld.....lb. .0685- —
N.F., VI, 90%, dms., 400 lbs. lb. .09 - —
cns., 35 lbs.....lb. .13 - .14
USP, VIII, 90%, dms., 460 lbs. lb. .08 - —
cns., 35 lbs.... .....lb. .12 - —
Acetoacetate, dms., c.l., work.lb. .27½- —
l.c.l., dms., works.....lb. .28 - —
Bromide, tech., dms.....lb. .50 - .55
Caproate, cns.....lb. 1.00 - —
Chloride, dms.....lb. .18 - .20
Cinnamate, cns.....lb. 3.20 - 4.00
Crotonate, 55 gal. dms., divd., lb. .35 - —
Formate, cns., dms.....lb. .23 - .24
5 and 10 gal. dms., divd....lb. .75 - —
1 gal. cns.....lb. 1.00 - —
Iodide, bots.....lb. 3.50 - 3.65
Lactate, 55-gal. dms., works. lb. .33½- —
5-gal. dms., works.....lb. .37½- —
Oxalate, dms., frt. alld.....lb. .25 - —
Silicate, l.c.l., dms., works..lb. .77 - —
Vanillin, 25 lbs. lots., cns., lb. 6.00 - —
5-lb. lots .....lb. 6.05 - —
1-lb. lots. cns.....lb. 6.15 - —
Ethylcellulose, contracts, bgs., c.l., frt. alld..lb. .45 - —
contracts, 500 lbs. or more, frt. alld..lb. .47 - —
500 lbs. or more frt. alld., lb. .48 - —
100 to 499 lbs., frt. alld., lb. .50 - —
smaller lots, works.....lb. .55 - —
Ethylene bromide, dms.....lb. .65 - .70
Dichloride, dms., c.l., works, E. of Rockies, frt. alld..lb. .0545- .0550
West of Rockies, same basis..lb. .0595- .06
l.c.l., works, E. of Rockies, frt. alld..lb. .0644- .0650
West of Rockies, same basis..lb. .0694- .07
Ethyleneglycol, dms., c.l.....lb. .16 - —
l.c.l. .....lb. .17 - .20
tanks .....lb. .15 - —
Monobutylether, dms., c.l., works..lb. .18 - —
l.c.l., works.....lb. .19 - .22
tanks, works.....lb. .17 - —
Monoethylether, dms.,c.l.,works, lb. .15 - —
l.c.l., works.....lb. .16 - —
tanks, works.....lb. .14 - —
Monoethylether, acetate, dms., c.l., works..lb. .18 - —
l.c.l., dms. .....lb. .14 - —
tanks, works.....lb. .12 - —
Monomethylether, dms., c.l., works..lb. .17 - —
l.c.l., works.....lb. .18 - —
tanks works.....lb. .16 - —
Ethylidinanilin, dms. .....lb. .45 - .47½
Eucalyptol, cns., dms.....lb. .85 Nom.
Eucalyptus leaves, bls.....lb. .13 - .15
Eugenol, cns., dms.....lb. 2.25 - 2.30
Euphorbia, bls.....lb. .18 - .19

F

Feldspar, enamel, 100 mesh, bulk, works..ton.14.00 -17.50
glass, 20 mesh, bulk, works.ton. 9.75 -13.25
l.c.l., same basis.....lb. .19¼- —
88/251, bgs., c.l., same basis.. lb. .19½- —
l.c.l., same basis.....lb. .20½- —
pottery, bulk, Me., works....ton.17.00 -19.00
N.C. works .....ton.17.00 -19.00
Fennel seed, Indian, bgs.....lb. .15 - .16
German, large, bgs.....lb. .33 - .34
Fenugreek seed, bgs.....lb. .08 - .10
Ferric Sulphate, anhyd., c.l., works..ton.35.00 - —
l.c.l. .....ton.40.00 - —
Film scrap, colors, dark, cs., 1,000 lbs., or over, works...lb. .10½- —
smaller lots, works...lb. .12 - —
light, cs., 1,000 lbs. or over, works..lb. .11½- —
smaller lots, works...lb. .13 - —
water white, cs., 1,000 lbs., or over, works..lb. .12½- —
smaller lots, works...lb. .14 - —
Fir balsam, Canada, cns.....gal.12.75 -13.00
Oregon, bbls.....gal. 1.10 - 1.15
Fish berries, bgs.....lb. .15 - .17
Fish scrap, menhaden, dried, 11-12% ammon., 15% bone phos., bulk, Chesapeake factories, contracts, futures..unit-ton. 4.25 & .10
grd., 11-12% ammon., 15% bone phos., bgs., f.o.b. Balto..ton.58.00 - —
wet, acidulated, 6-7% ammon., 3-4% phosphor, acid, bulk, So. Atlantic factories, contracts..unit-ton. 3.00 & .50
sardine, meal, Japanese, 11¼% ammon., bgs., c.i.f. ports, Nov.-Dec. shipt..ton.53.00 - —
spot..ton.53.00 - —
Flake, white, bbls., kgs.....lb. .10¼- —
Fleaseed, French, black, bgs..lb. .20 - .21
Indian, blonde, bgs.....lb. .09 - .10
Fluorspar, dom., No. 1 ground, bulk, 96-98%, f.o.b. mines, net ton.31.60 - —
washed gravel, 85-5, f.o.b. Ill.-Ky. mines..net ton.22.00 -22.50
No. 2, lump, 85.5 f.o.b. Ky. and Ill., mines..net ton.23.00 -24.00
imported, 85.5, duty paid, short ton.26.50 Nom.
Formaldehyde, bbls., c.l., works, lb. .05¾- —
l.c.l., works .....lb. .06¼- —
dms., c.l., works.....lb. .05¼- —
l.c.l., works .....lb. .05¾- —
tanks, works .....lb. .04½- —
Fringetree bark, bls.....lb. .12 - .14
Fullers earth, dom., bgs., c.l., f.o.b. Fla., Ga., mines..ton.10.00 - —
import, bgs., c.l., ex dock.ton.25.00 Nom.
l.c.l., ex whse.....ton.32.00 Nom.
Furfural, refd., dms., c.l., works, lb. .15 - —
l.c.l., works.....lb. .17½- .25
tech., dms., contracts, 150,000 lbs..lb. .10 - —
c.l., works.....lb. .12½- —
l.c.l., works.....lb. .15 - .20
tanks, works.....lb. .09 - —
Fusel oil, refd., dms., incl., divd., lb. .16 - .17½
Fustic extract, cryst., bbls....lb. .22 - .26
liquid, bbls.....lb. .09½- .18
solid, dms.....lb. .17½- .19¼

G

G salt, bbls.....lb. .45 - —
Galangal root, bls.....lb. .15 - .20
Gambier, common, cases.....lb. .08 Nom.
plantation, cases.....lb. .10 Nom.
Cubes, Singapore, cases....lb. .11 Nom.
extract, bbls.....lb. .09 - .12
Gasoline, at refinery:—
Bayonne, US motor, below 65 octane, tanks..gal. .07¼- .07½
65 octane and above, tanks, gal. .07½- .08
California, 54-58, tanks...gal. .06½- .08
Gulf Coast, U.S. Motor, bulk, gal. .06 - —
60-62, 890 e.p., bulk, export, gal. .05¾- —
Gulf Coast, U.S. motor spirit, 70-72, 400 e.p., bulk, export, gal. .06⅝- —
64-66, 375 e.p., bulk, export, gal. .06¾- —
Louisiana-Arkansas, US motor, 62 octane, tanks..gal. .04 - .04¼
63-66 octane, tanks....gal. .04¼- .04⅜
67-69 octane, tanks....gal. .04½- .04⅝
70-72 octane, tanks....gal. .04⅝- .05⅛
Oklahoma-Texas, US motor, 62 octane and below, tanks..gal. .04 - .04⅜
third grade, tanks..gal. .04 - .04⅜
63-66 octane, tanks....gal. .04⅜- .05
67-69 octane, tanks....gal. .04⅝- .05⅛
70-72 octane, tanks....gal. .05 - .05½
natural, 12-lb. v.p., tanks.gal. .06 - .06¼
14-lb. v.p., tanks.....gal. .05¾- —
18-lb. v.p., tanks.....gal. .05½- .05¼
22-lb. v.p., tanks.....gal. .04¾- —
26-70 lb. v.p., tanks...gal. .04 - .04¼
below 60 octane, tanks.gal. .05 - —
65 octane, tanks.....gal. .07 - —
52-56 450 e.p., naphtha, tanks..gal. .05½- —
Gelatin, silver, cs.....lb. .42 - .48
Gelsemium root, bls.....lb. .16 - .17
Gentian root, bls.....lb. .18 - .20
grd., bbls., bxs.....lb. .21 - .23
powd., bbls., bxs.....lb. .22 - .24
Geraniol, cns., dms.....lb. .67 - 3.00
Geranyl acetate, bots., dms...lb. 1.20 - 2.50
Ginger root, African, bgs.....lb. .08 - .08½
Cochin, leman, bgs.....lb. .09½ Nom.
Jamaica, bold, bgs.....lb. .12 - .13
grinding, bright, bgs.....lb. .08½- .09
medium, bgs. .....lb. .10 - .10½
Japanese, bgs.....lb. .08½- .09
Ginseng root, wild, Southern, cs., lb.12.00 -18.00
Glauber's salt, anhyd. (see Soda Sulphate).
cryst., dom., bgs., bbls., c.l., works..100 lbs. .95 - 1.18
5 tons or over, works.. 100 lbs. 1.05 - 1.25
less than 5 tons, works.. 100 lbs. 1.15 - 1.35
import, bgs.....100 lbs. No prices
Glue, bone, calcimine type, 24 millipoise, 96 jelly-grams, bgs. c.l., divd..lb. .13 - —
l.c.l., divd.....lb. .13½- —
36/58, bgs., c.l., divd.....lb. .12½- —
l.c.l., divd.....lb. .13 - —
58/82, bgs., c.l., divd.....lb. .14 - —
l.c.l., divd.....lb. .14½- —
82/108, bgs., c.l., divd...lb. .14½- —
l.c.l., divd.....lb. .15 - —
hide, calcimine type, 58 millipose 135 jelly grams, bgs., c.l., divd., East, Middlewest..lb. .15 - —
l.c.l., same basis.....lb. .15½- —

Glue, hide, calcimine type, 60/164, bgs., c.l., same basis..lb. .16½- —
l.c.l., same basis.....lb. .17 - —
67/122, bgs., c.l., same basis, lb. .17½- —
l.c.l., same basis.....lb. .18 - —
75/222, bgs., c.l., same basis, lb. .18½- —
92/283, bgs., c.l., same basis, lb. .20½- —
l.c.l., same basis.....lb. .21½- —
102/315, bgs., c.l., same basis, lb. .21 - —
l.c.l., same basis.....lb. .22 - —
113/347, bgs., c.l., same basis, lb. .22 - —
l.c.l., same basis.....lb. .23 - —
125/379, bgs., c.l., same basis, lb. .23 - —
l.c.l., same basis.....lb. .24 - —
Glue prices for barrel packing, ½c. lb. higher, grinding charge, 20-40 mesh, ½c. lb.; 60 mesh, 1c. lb.

Glycerin, C.P., cns., l.c.l.....lb. .14½- .15
dms., c.l., dlvd.....lb. .12½- —
l.c.l dlvd.....lb. .13 - —
tanks, dlvd.....lb. .12¼- —
dynamite, dms.....lb. Nominal.
high gravity, dms., c.l., dlvd.lb. .12 - —
l.c.l., dlvd.....lb. .12½- —
tanks, dlvd.....lb. .11¾- —
saponification, basis 88%, for industrial users, special colors, dms., returnable, c.l., dlvd.lb. .09 - —
l.c.l., same basis....lb. .09½- .10
tanks .....lb. .08¾- —
for refiners, dms., returnable, tanks, dlvd..lb. .08¾ Nom.
soapiye, basis 80%, dms., tanks, returnable, dlvd..lb. .07¾ Nom.
Glycol boriborate, dms.....lb. .22 - —
Phthalate, dms.....lb. .38 - —
Stearate, dms.....lb. .24 - —
Gold, U.S. purchase price.....oz.35.00 - —
Chloride, acid brown, bots..oz.20.75 -21.00
yellow, bots.....oz.18.75 -19.00
Gold-soda chloride, photo., bots., oz.13.00 - —
USP IX, bots.....oz.14.50 -14.75
Gold of pleasure seed, bgs.....lb. .12 - .12½
Goldenseal, root, bls.....lb. 3.60 - 3.65
powd., bxs.....lb. 3.90 - 3.96
Grains of paradise, bgs.....lb. .70 - .75
Graphite, flake (cryst.), 90%, 325 mesh, 50% graphitic carbon, bgs., c.l. works..lb. .06 - —
l.c.l., works.....lb. .06½- —
l.c.l., works.....lb. .06½- —
amorph., powd., 90%, 325 mesh, 65% graphitic carbon, bgs., c.l. works.....lb. .02½- —
65% graphitic, carbon, bbls., c.l., works..lb. .02¾- —
l.c.l., works.....lb. .03¼- —
80% graphitic, carbon, bgs., c.l., works..lb. .03½- —
bbls., c.l., works.....lb. .03¾- —
l.c.l., works.....lb. .04½- —
Grease, house, loose.....lb. .05½- .05¾
White .....lb. .06 - .06½
Yellow .....lb. .05¾- .05¾
Wool (see Adeps lanae and Degras).
Green, chrome, C.P., dark, light, medium, blue content up to 5%, bbls., dlvd. N. of Tenn. and N. C., E. of Miss. river, including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis..lb. .21 - —
6-10%, bbls. same basis.lb. .22 - —
11-15%, bbls., same basis.lb. .23 - —
16-20%, bbls., same basis.lb. .23½- —
21-25%, bbls., same basis.lb. .24 - —
26-30%, bbls., same basis.lb. .24½- —
31-35%, bbls., same basis.lb. .25½- —
36-40%, bbls., same basis.lb. .27 - —
41-45%, bbls., same basis.lb. .28½- —
46-50%, bbls., same basis.lb. .29 - —
Green, chrome, prices are ½c. higher dlvd. Ala., Fla., Ga., La., (Shreveport, 1½c.). Miss., N. C., S. C., Tenn., Texas (Dallas, Ft. Worth, 1½c.; El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; ½c. higher dlvd. Pac. coast; for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.
reduced, C.P., color content up to 5%, same basis..lb. .06 - —
6-10%, bbls., same basis.lb. .06¾- —
11-15%, bbls., same basis.lb. .07¼- —
16-16%, bbls., same basis.lb. .07¼- —
17-19%, bbls., same basis.lb. .07¾- —
20-21%, bbls., same basis.lb. .08 - —
22-23%, bbls., same basis.lb. .08¼- —
24-25%, bbls., same basis.lb. .08½- —
20-27%, bbls., same basis, lb. .08¾- —
28-29%, bbls., same basis.lb .09¼- —
30-31%, bbls., same basis.lb. .10 - —
32-33%, bbls., same basis.lb. .11¼- —
34-35%, bbls., same basis.lb. .12¼- —
36-40%, bbls., same basis.lb. .14¼- —
41-45%, bbls., same basis.lb. .16¼ —
46-50%, bbls., same basis.lb. .16¾- —
51-55%, bbls., same basis.lb. .17¾- —
56-60%, bbls., same basis.lb. .17¾- —
61-65%, bbls., same basis.lb. .18¼- —
66-70%, bbls., same basis.lb. .19¼ —
71-75%, bbls., same basis.lb. .20¼ —
Oxide, dome., pure, bbls...lb. .23 - —
ceramic, light shades, bbls., c.l., works..lb. .26 - —
l.c.l., works .....lb. .29 - —
standard grade, bbls., works..lb. 71 — 72
Tetrahydroxide, bbls.....lb. .58 - —
Paris (see P).
Tungstated, brilliant, kgs....lb. 2.50 - —
emerald, kgs.....lb. 2.35 - —
Verdigris (see V).
Green dyes are listed under Dyes.
Grindelia robusta, bls.....lb. .09 - .10
Guaiac resin, cs.....lb. .30 - .35
strained, cs.....lb. .80 - .85
Wood, bls. .....lb. 04 06
Guaiacol, liq., djns.....lb. 1.65 - 1.91
Carbonate, fib., dms., 25 lbs..lb. 2.40 - 2.74
Guarana, powd., cs.....lb. 1.10 - 1.13
Gum, aloe (see A).
Ammoniac, tears, cs.....lb. .85 - .90
Arabic, amber, sorts, cleaned, bgs..lb. .24 Nom.
white, sorts, 1, bgs.....lb. .35 Nom.
2, bgs.....lb. .34 Nom.
powd., bbls.....lb. .27 Nom.
Asafetida (see A).
Asphaltum (see A).
Benzoin, Siam, cs.....lb. 1.40 - 1.60
Sumatra, cs.....lb. .30 - .33
Camphor (see C).
Chicle, prime, 33% moisture, bgs., ton lots..lb. .34 - .35
Copal, Congo, 1, water white, transparent, bgs., c.l., ex dock or ex whse., N. Y. or San Fran.....lb. .52½- —
Gum, copal, dammar, elemi, kauri, mastic, sandarac, and yacca gums prices c.l. (30,000 lbs. min.) apply to assorted lots of gums as well as one grading; l.c.l. prices are ¼c. higher for 10 bgs. or over; ½c. higher for 1-9 bgs.
Congo, cloudy, white, bgs., c.l., same basis..lb. .29½- —
3, selected pale straw bold, bgs., c.l., same basis..lb. .24½- —
4, pale bold straw, bgs., c.l., same basis..lb. .24 - —

Gum, Congo, cloudy, 5, pale, straw bold, bgs., c.l. same basis, lb. .24 - —
6, pale amber bold, bgs., c.l., same basis..lb. .21½- —
7, pale, straw, bold, bgs., c.l., same basis..lb. .17 - —
8, light amber bold, bgs., c.l., same basis..lb. .17 - —
9, medium light amber, bold, bgs., c.l., same basis..lb. .18⅜- —
10, rescraped hard amber bold, bgs., c.l., same basis, lb. .18⅜- —
11, hard dark amber bold, bgs., c.l., same basis..lb. .10⅜- —
12, selected bold sorts, bgs., c.l., same basis..lb. .10¼- —
13, dark sorts bold, bgs., c.l., same basis..lb. .07⅞- —
14, selected, fully scraped, ivory, bgs., c.l., same basis..lb. .23⅛- —
15, ordinary ivory sorts, bgs., c.l., same basis..lb. .10¼- —
16, inferior ivory sorts., bgs., c.l., same basis..lb. .08⅝- —
17, pale, fingers, bgs., c.l., same basis..lb. .17¼- —
18, pale straw nubs, bgs., c.l., same basis..lb. .17 - —
19, pale straw nubs, bgs., c.l., same basis..lb. .16⅛- —
20, hard dark amber nubs, bgs., c.l., same basis..lb. .11⅛- —
21, ordinary selected nubs, c.l., same basis..lb. .10½- —
22, small mixed nubs, bgs., c.l., same basis..lb. .09⅝- —
23, dark mixed nubs, bgs., c.l., same basis..lb. .09⅞- —
24, No. 1, ivory nubs, bgs., c.l., same basis..lb. .17¼- —
25, No. 2, natural ivory nubs, bgs., c.l., same basis, lb. .09½- —
26, pale, bold chips, bgs., c.l., same basis..lb. .09½- —
27, pale small nubs, bgs., c.l., same basis..lb. .08⅝- —
28, pale dust, bgs., c.l., same basis..lb. .06¾- —
Batu, bold, scraped, bgs., c.l., same basis..lb. .08 - —
unscraped, bgs., c.l., same basis..lb. .06⅞- —
chips, bgs., c.l., same basis..lb. .06¼- —
dust, bgs., c.l., same basis..lb. .06¼- —
nubs and chips, bgs., c.l., same basis..lb. .06¼- —
black, bold, scraped, bgs., c.l., same basis..lb. .10½- —
unscraped, bgs., c.l., same basis..lb. .07¼- —
nubs and chips, bgs., c.l., same basis..lb. .07¼- —
Hiroe, Macassar, pale, bold, bgs., c.l., same basis..lb. .15¼- —
chips, bgs., c.l., same basis..lb. .08½- —
dust., bgs., c.l., same basis..lb. .06½- —
nubs, bgs., c.l., same basis..lb. .13⅝- —
Singapore, Rasak, bold, bgs., c.l., same basis..lb. .16⅞- —
chips, bgs., c.l., same basis, lb. .08¾- —
dust, bgs., c.l., same basis.lb. .06½- —
nubs, bgs., c.l., same basis, lb. .12 - —
Manila, Boeas, amber and dark, bskts., c.l., same basis..lb. .13⅜- —
light, bskts., c.l., same basis..lb. .13⅞- —
Loba A, bskts., c.l., same basis..lb. .13⅜- —
B, bskts., c.l., same basis.lb. .13 - —
C, bskts., c.l., same basis, lb. .12⅜- —
CNE, bskts., c.l., same basis..lb. .10½- —
D, bskts., c.l., same basis, lb. .11⅛- —
DK, bskts., c.l., same basis, lb. .09⅝- —
D. K., dust, bskts, c.l., same basis..lb. .07⅞- —
Sambas and white split chips, bskts., c.l., same basis..lb. .17½- —
Singapore, dust., bskts., c.l. same basis..lb. .07⅞- —
spirit-soluble, CBB, bskts., basis..lb. .11⅝- —
DBB, bskts., c.l., same basis..lb. .11 - —
MA, bskts., c.l., same basis, lb. .09⅝- —
MB, bskts., c.l., same basis, lb. .09¼- —
WS, bskts., c.l., same basis, lb. .11 - —
Philippine, Manila, amber sorts., bskts., c.l., same basis..lb. .10 - —
chips, pale, bskts., c.l., same basis..lb. .11¼- —
pale, small, bskts., c.l., same basis..lb. .10¼- —
extra pale sorts, bskts., c.l., same basis..lb. .11⅝- —
nubs, bskts., c.l., same basis..lb. .13¼- —
pale, scraped, bskts., c.l., same basis..lb. .14 - —
seeds and dust, bskts., c.l., same basis..lb. .06⅜- —
Pontianak, bold, genuine, bgs., same basis..lb. .18½- —
mixed, bgs., c.l., same basis, lb. .16⅝- —
split, bgs., c.l., same basis, lb. .16⅛- —
chips, bgs., c.l., same basis, lb. .09½- —
nubs, bgs., c.l., same basis, lb. .12¼- —
Dammar, Batavia, A, cs., c.l., same basis as copal..lb. .22¾- —
A/D, cs., c.l., same basis..lb. .15¼- —
A/E, cs., c.l., same basis..lb. .13¾- —
B, cs., c.l., same basis....lb. .21¼- —
C, cs., c.l., same basis....lb. .15⅝- —
D, cs., c.l., same basis....lb. .14¼- —
dust, cs., c.l., same basis..lb. .07⅝- —
E, cs., c.l., same basis....lb. .10 - —
F, cs., c.l., same basis....lb. .08¾- —
Singapore 1, cs., c.l., same basis..lb. .18⅞- —
2, cs., c.l., same basis....lb. .14¾- —
3 cs., c.l., same basis....lb. .07¾- —
chips, cs., c.l., same basis.lb. .12½- —
dust., cs., c.l., same basis, lb. .07¾- —
seeds, cs., c.l., same basis, lb. .10½- —
Elemi, cns., c.l., same basis as copal..lb. .13 - —
Ester, dms., dlvd., New England, N. J., eastern N. Y. and Pa., Del., and Md., 75,000 lbs., contrs. or single shipt., 10,000 lbs., lb. .06¼- .06¾
less than 10,000 lbs., same basis..lb. .06½- .07

Gum, ester, dlvd., western N.Y., and Pa., Ohio, Mich., Ind., Ill., Wis., Minn., Iowa, Mo., Ky., Va., W. Va., and N. C., 75,000 lbs., contrs. or straight c.l.....lb. .06¾- .07
l.c.l., same basis.....lb. .07 - .07½
dlvd., elsewhere, 75,000 lbs., contrs., or straight, c.l..lb. .07 - .07½
l.c.l., same basis.....lb. .07¼- .07¾
Euphorbium, cs. .....lb. .50 - .55
Galbanum, cs.....lb. 1.00 - 1.50
Gamboge, pipe, cs.....lb. .75 - .80
powd., bbls.....lb. .80 - .85
Ghatti, soluble, bgs.....lb. .11 - .15
superior, bgs.....lb. .09 - .11
Guaiac (see Guaiac resin).
Karaya, bbls., bxs., dms.....lb. .14 - .33
Kauri, brown, XXX, cs., c.l., lb. .60 - —
BX, cs., c.l., same basis..lb. .38 - —
B1, cs., c.l., same basis..lb. .28 - —
B2, cs., c.l., same basis..lb. .24 - —
B3, cs., c.l., same basis..lb. .18½- —
80% chips, cs., c.l., same basis..lb. .12½- —
pale, XXX, cs., same basis.lb. .61 - —
1, cs., c.l., same basis...lb. .41 - —
2, cs., c.l., same basis...lb. .24 - —
3, cs., c.l., same basis...lb. .17⅜- —
Kino, tins.....lb. 4.00 - 4.50
Locust bean, powd., bbls....lb. Nominal
Mastic, cs., c.l., same basis as copal..lb. .85 - .90
Myrrh, USP, cs.....lb. .70 - .77
Olibanum, cs.....lb. .09 - .25
Opium (see O)
Rosin (see R)
Sandarac, cks., c.l., same basis as copal..lb. .37 Nom.
Scammony, cs. .....lb. 1.10 - 1.15
Talha, bgs.....lb. .14 Nom.
Thus, bbls. .....280 lbs.15.00 -15.25
Tragacanth, Alleppo, 1 cs....lb. 2.50 Nom.
2, cs.....lb. 2.40 Nom.
3, cs.....lb. 2.25 Nom.
flake, bgs.....lb. No prices
Yucca, bgs.....lb. .08½- .04
Gypsum, Keene's cement, paper bgs., c.l., f.o.b. Acme, Tex., frt. equal.ton.21.15 - —
Medicine Lodge, Kans., frt. equald..ton.17.00 - —
New Brighton, N. Y., frt. equald..ton.27.15 - —
Southard, Okla., frt. equald..ton.17.00- —
Sweetwater, Tex., frt. equald..ton.21.15 - —
plaster of paris, paper bgs., c.l., f.o.b. Acme, Tex., frt. equaled..ton.12.50 - —
Blue Rapids, Kans., frt. equld..ton.12.50 - —
New Brighton, N. Y., frt. equald..ton.14.00 - —
Southard, Okla., frt. equald..ton.12.50 - —
Sweetwater, Tex., frt. equald..ton.13.50 - —
Acme, Tex.; Blue Rapids, Kans.; Fort Dodge, Ia.; Grand Rapids, Mich.; Gypsum, O.; New Brighton, N. Y.; Plaaterco, Va.; Southard, Okla.; Sweetwater, Tex., frt. equald.....ton. 8.00 - —
terra alba, dom., paper bgs., c.l., f.o.b. New Brighton, N. Y.; Southard, Okla., frt. equald..ton.12.00 -
import, bgs., ex dock....ton.28.00 Nom.

H

Hawthorn berries, bgs.....lb. .35 - .37
Heliotropin, cryst., cns.....lb. 2.75 Nom.
Hellebore root, white, powd., bbls, lb. .10 - .17
Helonias root, bls.....lb. .50 - .55
Hematine crystals, bbls.....lb. .18 - .26
Hemlock bark extract, 25%, tan. c.l., bbls., works..lb. .03½- —
l.c.l., bbls., works.....lb. .03¾- —
tanks, works.....lb. .02¾- —
Hempseed, Manchur, bgs.....lb. .05½- .06
Henbane leaves, bls.....lb. .65 Nom.
Henna leaves, bls.....ib. .15 - .17
powd., bbls., bxs.....lb. .18 - .20
Heptane, mixed, 77-115°C., dms., c.l., Group 3..gal. .11 - —
l.c.l., Group 3.....gal. .16 - —
tanks, Group 3.....gal. .08½- —
normal, 86-100°, dms., c.l., Group 3..gal. .11½- —
l.c.l., Group 3.....gal. .17 - —
tanks, Group 3.....gal. .09¼- —
Hexalin, dms.....lb. .30 - —
Hexane, normal, 60-70° C., dms., c.l., Group 3..gal. .12½- —
l.c.l., Group 3.....gal. .17 - —
tanks, Group 3.....gal. .10½- —
laboratory grade, dms., c.l., Group 3..gal. .14 - —
l.c.l., Group 3.....gal. .25 - —
Hexamethylenetetramine, tech., dms., 1,500 lbs. or more shipments, f.o.b. Perth Amboy or N. Y. C..lb. .32 - —
150 to 1,350 lbs., shipments, same basis..lb. .33 - —
USP, dms., 500 lbs., or more, shipments, same basis, lb. .38 - —
fib., ctns., same basis....lb. .40 - —
Homatropine hydrobromide, bots., 25 ozs.....oz.15.00 Nom.
Hoofmeal, 17-18% ammon., bulk, f.o.b. Chicago..unit-ton. 3.00 - 3.15
Hops, N. F., bls.....lb. .23 - .24
Horehound, bls.....lb. .10 - .14
Hydrangea root, bls.....lb. .08 - .09
Hydrastine, bots., 4 ozs.....oz.17.25 - —
cns., 16 ozs.....oz.17.00 - —
Hydrochloride, bots., 4 ozs..oz.17.25 - —
cns., 16 ozs.....oz.17.00 - —
Sulphate, bots., 4 ozs.....oz.19.00 - —
cns., 16 oz. .....oz.18.75 - —
Hydrastinine, 15 gr., bots..bot. 3.00 - —
Hydrastis (see Golden seal).
Hydrofluramide, dms., 100 lbs. or more, works..lb. .30 - —
fib. ctns., works.....lb. .40 - —
Hydrogen peroxide, USP, bbls.lb. .03¾- .04
100 vols., cbys., E. of Miss.R.lb. .20 - —
Hydroquinone, dealers, bbls., dms..lb. .90 - .94
Hydroxycitronellal, cns.....lb. 2.00 - 2.50
Hyoscine hydrobromide, bots..oz.26.00 -26.25
Hydrochloride, 5 gr., bots..bot. .75 - —
Hyoscyamine, 5 gr., bots....bot. .60 - —
Hydrobromide, 5 gr., bots..bot. .60 - —
Sulphate, 5 gr., bots.....bot. .60 - —
Hypernic, crbys., bbls.....lb. .25 - —
ext., bbls. .....lb. .18 - —

I

Iceland moss, bls.....lb. .22 - .24
Ichthyol, bots.....lb. 4.00 Nom.
Indian red (see Red, Indian).
Indigo, nat., Madras, cs.....lb. 1.63 - 1.67
synth., liq., bbls.....lb. .16½- .19
powd., bbls.....lb. .74½- .85

Glue—Kola Nuts

Indol, CP, bots.....lb.32.00 -34.00
Insect flowers (see Pyrethrum).
Iodine, crude, jars, 25 lbs.....lb. 1.30 - —
kgs., 150 lbs., less 5%.....lb. 1.21 - —
resubl., bots., 5 lbs.....lb. 2.10 - —
jars, 50 lbs.....lb. 2.00 - —
tincture, USP, bbls, 47 gals.gal. 2.00 - —
cbys., 5 gals.....gal. 2.05 - 2.10
mild, bbls., 47 gals.....gal. 1.25 - —
cbys., 5 gals.....gal. 1.30 - 1.35
Iodoform, dms., 100 lbs.....lb. 4.10 - —
jars, 5 gals.....lb. 4.20 - —
Ionone, alpha, bots.....lb. 2.50 - 2.55
alpha, extra, bots.....lb. 4.00 - 4.05
alpha beta, bots.....lb. 2.25 - 2.30
beta, bots.....lb. 4.10 - 4.15
Ipecac root, bgs.....lb. 1.30 - 1.35
powd., bxs.....lb. 1.45 - 1.50
Irish moss, ordinary, bls.....lb. .16 - .17
powd., 80-90 mesh, bbls..lb. .30 - .32
prime, bleached, bls.....lb. .28 - .30
Iron acetate, N. F. IV, cbys. 100 lbs..lb. .15 - —
djns., 50 lbs.....lb. .16 - —
liquor, bbls., c.l., dlvd.....lb. .03 - —
l.c.l., dlvd.....lb. .04 - —
Chloride (ferric), tech., anhydr., 300-lb. dms.....100 lbs. 4.65 - 6.25
150-lb. dms.....100 lbs. 5.00 - 6.60
cryst., bbls., works, frt. alld. or equald..lb. .05 - .06
kegs, works, frt. alld. or equld..lb. .07½- .08
liquor, cbys., works, frt. alld. or equld..lb. .03 - .06
USP X, cryst., bbls.....lb. .07½- —
kegs .....lb. .08½- —
USP solut., cbys., works, frt. alld. or equld..lb. .06½- .07
djns .....lb. .07½- —
USP VIII, pearls.....lb. .72 - .75
powd., cns.....lb. .84 - .87
scales, cns.....lb. .77 - .80
Glycerophosphate, bbls., kgs., 1,000 lb. lots..lb. 3.15 - —
smaller lots.....lb. 3.25 - —
cns., 25 lbs.....lb. 3.37 - —
Hypophosphite, cns.....lb. 1.55 - 1.60
Iodide, bots.....lb. 3.18 - 3.32
syrup, djns. .....lb. .39 - —
bots. .....lb. .53 - —
Nitrate, coml., kgs.....lb. .02¾- .03
Oxalate, powd., kgs.....lb. .47 - —
cns. .....lb. .52 - —
scales, cns.....lb. .83 - .84
Oxide (see Black, Red, etc.).
Phosphate, ferric, pearls, cns., 50 lbs..lb. .54 - —
25 lbs.....lb. .57 - —
scales, cns., 50 lbs.....lb. .59 - —
25 lbs.....lb. .62 - —
ferrous, bbls., 200 lbs.....lb. .35 - —
kgs., 25 lbs.....lb. .40 - —
kgs., 100 lbs.....lb. .37 - —
Pyrophosphate, pearls, cns...lb. .59 - .62
scales, cns.....lb. .64 - .67
Reduced, 90%, cs.....lb. .60 - .66
Sulphate, tech. (see Copperas and ferric sulphate).
Sulphate, USP, cryst., bbls., 275 lbs..lb. .04½- —
dms., 100 lbs.....lb. .06½- —
Iron-ammonia citrate, brown, gran., cns..lb. .35 - .38
pearls, cns.....lb. .35 - .38
scales, cns.....lb. .47 - .50
green, gran., cns.....lb. .35 - .38
pearls, cns.....lb. .35 - .38
scales, cns.....lb. .47 - .50
Iron-ammonia oxalate, bxs.....lb. .30 - —
fib., dms.....lb. .23¾- —
kgs. .....lb. .26½- —
Iron-potash oxalate, bbls.....lb. .42 - —
kgs. .....lb. .44 - —
jars .....lb. .48 - —
Iron-soda oxalate, bxs.....lb. .30 - —
fib., dms.....lb. .23¾- —
kgs. .....lb. .25½- —
Isobutyl carbinol (see Carbinol).
Isopentane, dms., works.....lb. .48 - —
small lots, works.....lb. .50 - —
Isopropanol (see Alcohol, isopropyl).
Isopropyl acetate, dms., 5 gals., E. of Rockies, frt. alld..lb. .105 - —
W. of Rockies, frt. alld..lb. .109 - —
55 gals., c.l., E. of Rockies, frt. alld..lb. .07 - —
W. of Rockies, frt. alld, lb. .074 - —
Isopropyl acetate, dms., 55 gals., l.c.l., E. of Rockies, frt. alld..lb. .075 - —
W. of Rockies, frt. alld, lb. .079 - —
tanks, E. of Rockies, frt. alld..lb. .06 - —
W. of Rockies, frt. alld..lb. .064 - —
Alcohol (see Alcohol).
Ether, dms., 5 gal., frt. alld., gal. .55 - —
55 gal., c.l., E. of Miss., frt. alld..gal. .35 - —
W. of Miss., frt. alld., gal. .39 - —
l.c.l., E. of Miss., frt. alld., gal. .44 - —
tanks, E. of Miss., frt. alld., gal. .26 - —
W. of Miss., frt. alld., gal. .29 - —

J

Jaborandi leaves, bls.....lb. .11 - .13
Jalap root, NF, bls.....lb. .24 - .26
powd., bbls., bxs.....lb. .28 - .30
resin., lump, cns.....lb. 3.70 - —
powd., bxs.....lb. 3.75 - —
Juniper berries, bgs.....lb. .03½- .10

K

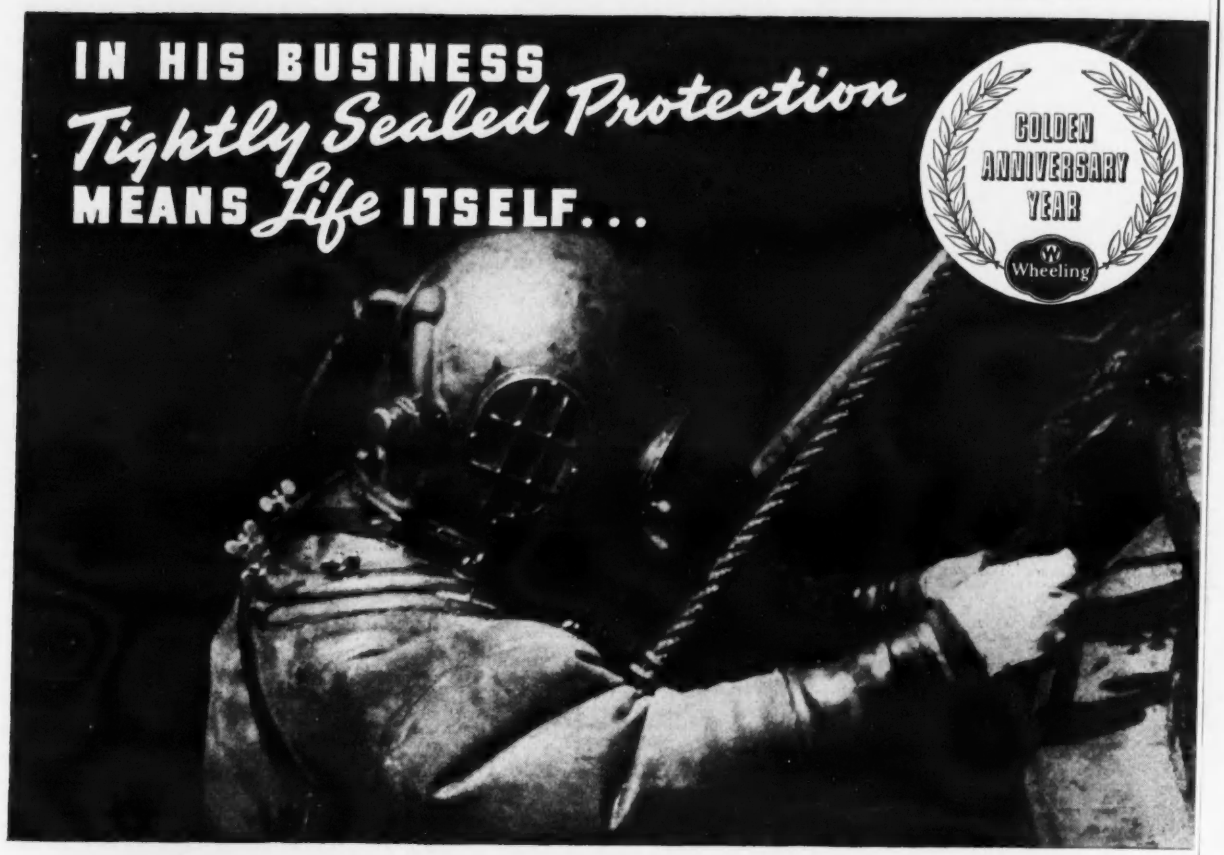
Kamala, tins.....lb. .43 - .50
Kaolin (see China clay).
Kava kava root, bls.....lb. .14 - .16
Kerosene, at refinery:—
Bayonne, 41-43 w.w., tanks, gal. .04¾- .05¾
Gulf ports, p.w., bulk....gal. .03¾- .03¾
w.w., bulk..gal. .03¾- —
Louisiana - Arkansas, 41-43 w.w., bulk..gal. .04 - .04¾
Oklahoma-Texas, 41-43 w.w., tanks..gal. .03¾- .04¼
42-44 w.w., tanks.....gal. .04 - .04¾
Pennsylvania, 45 w.w., tanks gal. .04¾- .04¾
46 w.w., tanks.....gal. .04¾- .05
47 w.w., tanks.....gal. .04¾- .05¾
Kerosene, tankwagon:—
Atlanta .....gal. .12 - —
Boston .....gal. .03¾- —
Chicago .....gal. .10 - —
Cincinnati .....gal. .12 - —
Denver .....gal. .11¼- —
Louisville .....gal. .10 - —
Minneapolis .....gal. .104 - —
New Orleans .....gal. .11 - —
New York .....gal. .09 - —
San Francisco .....gal. .11¾- —
Kerosene distillate (see Oil, furnace).
Kieserite, calc., 90-96% $MgSO_4$ bgs., c.l., ex vessel Atlantic, Gulf ports, duty pd..ton. No prices
Kola nuts, bgs.....lb. .12 - .13

Lady Slipper Root—Linseed Cake

L

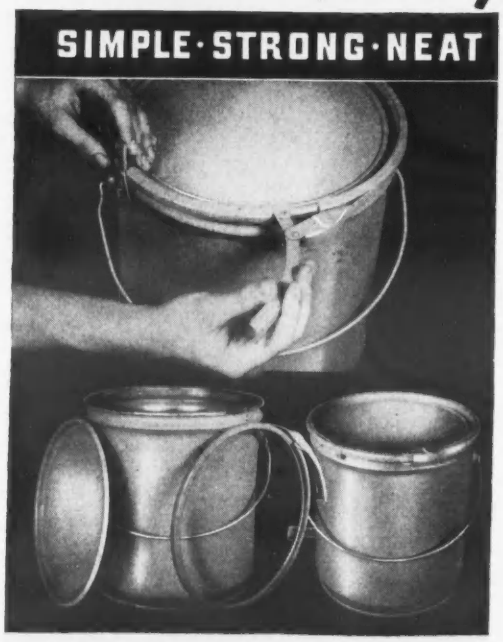
Lady slipper root, bls.....lb. .36 - .37
Lanolin (see Adeps lanae).
Lard, city, tubs.....100 lbs. 7.00 - 7.25
Middlewestern, trcs....100 lbs. 6.75 - 6.85
Neutral, trcs.....100 lbs. 8.00 - 8.25
Western, choice, trcs..100 lbs. 6.80 - 6.90
Compound, trcs.....100 lbs. 9.50 - 9.75
Larkspur seed, bgs.....lb. .75 - .85
Laurel berries, bls.....lb. .25 - .26
Leaves, Greek, bls.....lb. .01 - .01½
Lavender flowers, ordinary, bls.lb. 1.10 Nom.
medium, bls.....lb. 1.35 Nom.
select, bls.....lb. 1.50 Nom.
Lead acetate, white, broken, bbls..lb. .11 - —
cryst., bbls.....lb. .11 - —
gran., bbls.....lb. .11¾- —
powd., bbls.....lb. .11¾- —
Arsenate, bgs., c.l., dealers..lb. .10 - .11
l.c.l., bgs., dealers.....lb. .10½- .11½
Lead arsenate prices are works or whse basis. frt. alld. to dest. in lots of 96 lbs. or over; no frt. or truck allowance for works or whse. pick ups.
Blue, basis sulphate, bbls., c.l., dlvd. E...lb. .06¼- —
dlvd., Ariz., Cal., Col., Idaho, Mont., Nev., N. M., Ore., Utah, Wash., Wyo. .....lb. .06¼- —
l.c.l., dlvd., E.....lb. .06½- —
l.c.l., dlvd. Ariz., Cal., Col., Idaho, Mont., Nev., N. M., Ore., Utah, Wash., Wyo.....lb. .07 - —
Carbonate (see Lead, white).
Chloride, pure, bots., 5 lbs..lb. .62 - —
fib., dms., 25 lbs.....lb. .40 - —
Iodide, N. F., V., powd., bots., 5 lbs..lb. 2.66 - —
jars .....lb. 2.55 - —
Linoleate, pale, precip., dms., lb. .19 - —
Metal (see daily quotations in market report)
Metallic, paste, 200-lb. cont., f.o.b. works..lb. .19 - —
5-lb. cont., f.o.b. works....lb. .22 - —
Nitrate, bbls. .....lb. .11 - .14
Oleate, bbls. .....lb. .18½- .20
Peroxide, cns., works.....lb. .46 - .47
Red, dry, 95% or less, Pb_3O_4, bbls., c.l. (20 tons), dlvd., Ala., Ariz., Ark., Colo., Fla., Ga., Idaho, La., Miss., Mont., Nev., N. Mex., Okla., Tex., Utah, Wyo., and E. of Cascade Mts. in Ore. and Wash...lb. .0885- —
other points .....lb. .0810- —
Ark., Cal., Fla., Ga., La., Miss., Okla., Tex., and W. of Cascade Mts. in Ore. and Wash...lb. .08½- —
Ariz., Idaho, Nev., Utah and E. of Cascade Mts. in Ore. and Wash.lb. .09¼- —
Colo., Mont., N. Mex., Wyo..lb. .09 - —
other points.....lb. .08½- —
smaller lots, etc.....lb. .09¼- —
Ariz., etc.....lb. .09¾- —
Colo., etc.....lb. .09½- —
other points.....lb. .09 - —
97%, Pb_3O_4, bbls., c.l. (20 tons), dlvd., Ala., etc., lb. .0860- —
other points.....lb. .0885- —
l.c.l., 5 tons, dlvd., Ala., etc..lb. .09 - —
Ariz., etc.....lb. .09¼- —
Colo., etc.....lb. .09½- —
other points.....lb. .08¾- —
smaller lots, dlvd., Ala., etc..lb. .09¼- —
Ariz., etc.....lb. .10 - —
Colo., etc.....lb. .09¾- —
other points.....lb. .09¼- —
98%, Pb_3O_4, bbls., c.l. (20 tons), dlvd., Ala., etc..lb. .0895- —
other points.....lb. .0860- —
l.c.l., 5 tons, dlvd., Ala., etc..lb. .09¼- —
Ariz., etc.....lb. .09¾- —
Colo., etc.....lb. .09½- —
other points.....lb. .09 - —
smaller lots, dlvd., Ala., etc..lb. .09¼- —
Ariz., etc.....lb. .10¼- —
Colo., etc.....lb. .10 - —
other points.....lb. .09½- —
in oil, 95% min., 100-lb. kgs., lb. .12¼- —
Resinate, fused 15%, bbls....lb. .09½- —
pale, bbls.....lb. .11½- —
precip., bbls.....lb. .10½- —
Stearate, bbls.....lb. .26 - —
Sulphate (see Lead, white, basic sulphate).
Titanate, bbls., c.l. (20 tons), works, frt. alld..lb. .10 - —
l.c.l., 5 tons, one delvy., E. frt. alld..lb. .10¼- —
Pac. Cst., ex whse....lb. .10¼- —
smaller lots, E. frt. alld. lb. .10½- —
Pac. Cst., ex whse....lb. .10½- —
White, dry, basic carbonate, bbls., c.l., dlvd. Ariz., Cal., Colo., Idaho, Mont., Nev., N. Mex., Ore., Utah, Wash. and Wyo..lb. .07¼- —
other points.....lb. .07 - —
l.c.l., dlvd., Ariz., etc.lb. .07½- —
other points.....lb. .07¾- —
basic sulphate, bbls., c.l., dlvd., Ariz., etc..lb. .06¼- —
other points.....lb. .06¾- —
basic sulphate, l.c.l., dlvd., Ariz., etc..lb. .06¾- —
other points.....lb. .06½- —
in oil, 100-lb. kgs., consumers, lb. .12¾- —
dealers .....lb. .10¾- —
painters .....lb. .11¾- —
Consumers' price and painters' price are ½c. lower on orders of 500 lbs. or more.
Lecithin, 100%, cns., f.o.b., N. Y., or Chi....lb. 2.50 - —
edible, grade 1, dms., c.l., same basis..lb. .45 - —
l.c.l., same basis.....lb. .47½- .65
grades 2 or 3, dms., c.l., same basis..lb. .47½- —
l.c.l., same basis.....lb. .50 - .67½
grade 4, dms., c.l., same basis..lb. .50 - —
l.c.l., same basis.....lb. .52½- .70
purified, cs., dms., c.l., same basis..lb. .65 - —
l.c.l., same basis.....lb. .67½- .80
tech., grade 1, dms., c.l., same basis..lb. .35 - —
l.c.l., same basis.....lb. .37½- .50
grades 2 or 3, dms., c.l., same basis..lb. .37½- —
l.c.l., same basis.....lb. .40 - .57½
grade 4, dms., c.l., same basis. lb. .40 - —
l.c.l., same basis.....lb. .42½- .60
Lecithin prices quoted above are for goods packed in 25, 50, or 100-lb. dms. When goods are packed in 500-lb. dms. prices are 1c. per lb. less.

Lemon peel, bls.....lb. .15 - .17
Licorice extract, mass, cs.....lb. .18 - .19
powd., bbls.....lb. .24 - .25
root, cuttings, bls.....lb. .08 - .10
powd., bbls., bxs.....lb. .11 - .14
select, bndls., cs.....lb. .20 - .25
Lime, chemical (quicklime), lump or pebble, bulk, f.o.b.
Bellefonte, Pa.....ton. 7.00 - —
Berkley, W. Va.....ton. 7.00 - —
Carey, Ohio.....ton. 7.00 - —
Cedar Hollow, Pa...ton. 8.50 - —
Crab Orchard, Tenn.ton. 6.25 - —
Eagle Mountain, Va.ton. 7.00 - —
Farnams, Mass.....ton. 8.00 - —
Gibsonburg, Ohio....ton. 7.00 - —
Hannibal, Mo.....ton. 6.50 - —
Keystone, Ala.....ton. 6.25 - —
Knoxville, Tenn.....ton. 6.25 - —
Limedale, Ark.....ton. 7.00 - —
Longview, Ala.....ton. 6.25 - —
Manistique, Mich....ton. 8.00 - —
Marblehead, Ohio....ton. 7.50 - —
Martinsburg, W. Va..ton. 7.00 - —
Menominee, Mich....ton. 8.00 - —
Mitchell, Ind.....ton. 6.50 - —
Newala, Ala.....ton. 6.25 - —
Rincon, Cal.....ton.13.00 - —
Ripplemead, Va.....ton. 7.00 - —
Riverton, Va.....ton. 7.00 - —
San Francisco, Cal..ton.13.00 - —
Scioto, Ohio.....ton. 6.50 - —
Springfield, Mo.....ton. 7.00 - —
Woodville, Ohio.....ton. 7.00 - —
York, Pa.....ton. 7.00 - —
hydrated, paper bags, f.o.b. Bellefonte, Pa..ton. 8.50 - —
Berkley, W. Va.....ton. 8.50 - —
Buffalo, N. Y.....ton.10.00 - —
Carey, Ohio.....ton. 8.50 - —
Cedar Hollow, Pa....ton. 8.50 - —
Crab Orchard, Tenn.ton. 9.00 - —
Eagle Mountain, Va.ton. 9.00 - —
Farnams, Mass.....ton. 8.50 - —
Lime, hydrated, paper, bgs., f.o.b. Gibsonburg, Ohio....ton. 8.50 - —
Hannibal, Mo.....ton. 8.50 - —
Keystone, Ala.....ton. 9.00 - —
Knoxville, Tenn.....ton. 9.00 - —
Le Roy, Minn.....ton.10.00 - —
Lime Crest, N. J....ton. 8.50 - —
Limedale, Ark.....ton. 9.00 - —
Longview, Ala.....ton. 9.00 - —
Louisville, Ky.....ton.14.50 - —
Manistique, Mich....ton. 9.50 - —
Marblehead, Ohio....ton. 9.50 - —
Martinsburg, W. Va..ton. 8.50 - —
Mitchell, Ind.....ton. 9.00 - —
Newala, Ala.....ton. 9.00 - —
Potoskey, Mich.....ton. 9.00 - —
Port Island, Mich....ton. 9.00 - —
Rapid City, S. D....ton.12.00 - —
Ripplemead, Va.....ton. 9.00 - —
San Francisco, Cal..ton.16.00 - —
Springfield, Mo.....ton. 9.00 - —
Woodville, Ohio.....ton. 8.50 - —
York, Pa.....ton. 8.50 - —
spray, paper bags, f.o.b. Bellefonte, Pa..ton. 9.00 - —
Carey, Ohio.....ton.11.00 - —
Farnams, Mass.....ton. 9.50 - —
Gibsonburg, Ohio....ton.11.00 - —
Lime Crest, N. J....ton. 8.50 - —
Marblehead, Ohio....ton.11.00 - —
Scioto, Ohio.....ton.10.00 - —
Woodville, Ohio.....ton.11.00 - —
York, Pa.....ton. 9.00 - —
Lime salts (see Calcium).
Lime-sulphur, dry, dealers, bgs., c.l., E. of and incl. N. Dak., S. Dak., Neb., Kan., Okla., Tex..lb. .07½- .08½
dms., same basis.....lb. .10½- —
400 lbs. or more, bgs., same basis..lb. .07¾- .08¾
dms, same basis.....lb. .11 - —
less than 400 lbs., same basis, lb. .08½- .09¼
dms., same basis.....lb. .12 - —
Lime sulphur solution, zone 1, dms., consumer..gal. .16 - —
Zone 2, tanks, dealers, wks., gal. .08½- —
30-50 dms.....gal. .11 - .18
Zone 3, tanks, dealers, dlvd. gal. .11½- —
30-50 dms.....gal. .14 - .18
Zone 4, tanks, dealers, wks., gal. .08 - —
dms., wks., except Cal..gal. .12 - —
Zone 5, tanks, dealers, dlvd., gal. .10½- —
dms. .....gal. .12 - —
Zone 6, tanks, dealers..gal. .08½- —
30-50 dms.....gal. .11 - .15
Prices for lime sulphur solution are f.o.b. warehouse points, freight allowed. Zone 1 includes Ga., S. C., Ala., N. C., except the counties of Ashe, Surry, Stokes, Rockingham and Alleghany; Tenn., east of Tenn. River. Zone 2: New England States. Zone 3: Ark., Ohio, Ind., Ill., Ia., Ky., Mich., Wis., Minn., Mo., and Tenn., west of Tenn. River; Penn. eastern tier, and W. Va. western tier. Zone 4: West of Rocky Mountains, except southern California, which makes up Zone 5. Zone 6: N.Y. east of Herkimer, N. J., Md., Del., Va., Pa.—all counties lying east of the western boundary of Bedford, Blair, Center, Clinton and Potter, W. Va.—counties of Mineral, Hampshire, Morgan, Berkeley, Jefferson, and Hardy, N. C—counties of Ashe, Alleghany, Surry, Stokes, and Rockingham.
Linalool, cns.....lb. 2.10 - 2.30
Linalyl acetate, cns.....lb. 2.50 - 2.75
Linden flowers, with leaves, bls.lb. .35 - .40
without leaves, bls.....lb. .35 - .50
Linseed cake, bags, export...ton.31.00 -31.50
Meal, 34%, bags.....ton.33.50 - —



Wheeling CORRUGATING COMPANY

In Your Business
"SEAL-TITE LEVER-RING CLOSURES"
will protect Your Product



EASY ON . . . Easy Off—with absolute air-tight, leak-proof sealing of the contents at all times—these are the advantages which the new Wheeling *SEAL-TITE* LEVER-RING CLOSURE gives to Wheeling Steel Containers. Note the easy operation, and the strength and sturdiness of its simple lever action. Note also the streamlined design that becomes an integral part of the package without detracting from its lithographed decorations; flat top, free from obstruction—permits nesting and the use of covers with pouring equipment. These containers pass all requirements of ICC-6D-80 specification.

There's a Wheeling Container, in 1 to 70-gallon sizes, to exactly suit your packaging needs. Tell us what you pack, and we will gladly submit suggestions.

WHEELING
CORRUGATING COMPANY
General Offices: Wheeling, West Virginia

Litharge, com'l, powd., bbls., 20-tons dlvd. Ala., Ariz., Ark., Colo., Fla., Ga., Idaho, La., Miss., Mont., Nev., N. Mex., Okla., Tex., Utah, Wyo., and E. of Cascade Mts. in Ore. and Wash..lb. .0735- —
dlvd., other points....lb. .0710- —
5 tons, dlvd., Ala., Ark., Cal., Fla., Ga., La., Miss., Okla., Tex. and W. of Cascade Mts. in Ore. and Wash.....lb. .07½- —
Ariz., Idaho, Nev., Utah and E. of Cascade Mts. in Ore. and Wash...lb. .08 - —
Colo., Mont., N. Mex., Wyo..lb. .07½- —
other points.....lb. .07¾- —
smaller lots, dlvd., Ala., etc.lb. .08 - —
Ariz., etc.....lb. .08½- —
Colo., etc.....lb. .08½- —
other points.....lb. .07¾- —
Lithium bromide, bbls., 100 lbs., works, frt. equal'd..lb. 1.90 - —
50 lbs., works.....lb. 1.96 - —
25 lbs., works.....lb. 1.95 - —
Carbonate, 250-lb., bbls.....lb. 1.25 - —
100-lb. kgs.....lb. 1.30 - —
Chloride, 25-lb. jars.....lb. 1.65 - 1.70
Citrate, 250-lb. bbls.....lb. 1.40 - —
25-lb. dms.....lb. 1.45 - —
100-lb. kgs.....lb. 1.40 - —
Fluoride, bbls.....lb. 2.10 - 2.25
Iodide, 5-lb. bots.....lb. 4.85 - —
25-lb. jars.....lb. 4.70 - —
Lithopone, dom., high-strength, bgs., c.l. (20 tons)..lb. .05¼- —
smaller lots.....lb. .05½- —
bbls., c.l. (20 tons).....lb. .05½- —
smaller lots.....lb. .05¾- —
ordinary, bgs., c.l. (20 tons)lb. .03¾- —
smaller lots.....lb. .04 - —
bbls., c.l. (20 tons).....lb. .04 - —
smaller lots.....lb. .04¼- —
titanated, bgs., c.l. (20 tons)lb. .05¼- —
smaller lots.....lb. .05½- —
bbls., c.l. (20 tons)....lb. .05½- —
smaller lots.....lb. .05¾- —

Lithopone in car lots is delivered East or the Pacific Coast and in less than car lot quantities delivered East or ex warehouse Pacific Coast.

Liverwort leaves, bls.....lb. .40 - .45
Lobelia, herb, bls.....lb. .12 - .13
Seed, bgs.....lb. .35 - .36
Logwood extract, cryst., bbls..lb. .18 - .22
liquid, 51°, bbls.....lb. .09½- .11½
solid, bxs.....lb. .15 - .19
Lovage root, dom., bls.....lb. .55 - .56
import, bls.....lb. .45 - .60
Lupulin, N. E., tins.....lb. 1.65 - 1.70
Lycopodium, cs.....lb. 4.00 Nom.

M

Mace, Banda, cs.....lb. .60 - .65
Batavia, cs.....lb. .32 - .34
Siauw, cs.....lb. .48 - .49
Madder, Dutch, bbls.....lb. .22 - .25
Magnesia, arsenate, dms.....lb. .18 - .20
Calcined, tech., USP, bbls., works..lb. .26 - —
Carbonate, tech., Zone 1, bgs., c.l..lb. .06¼- —
l.c.l.....lb. .07 - —
1, bbls., c.l.....lb. .07¼- —
l.c.l.....lb. .08 - —
kgs., c.l.....lb. .08¾- —
l.c.l.....lb. .09¼- —
USP, zone 1, bbls., c.l.....lb. .06¼- —
l.c.l.....lb. .09 - —
kgs., c.l.....lb. .09¾- —
l.c.l.....lb. .10¼- —

Magnesia:—Zone 1—Mass., Conn., R. I., N. Y., N. J., Pa., Del. and Md. C.l., shipments, full fr't alld. up to, but not exceeding 25c. per 100 lbs., actually paid by customers. On l.c.l. shipm'ts, frt. alld., including dlvd. storedoor. Magnesia prices are f.o.b., Plymouth Meeting House, Zone 2, balance of U. S.; prices f.o.b., Plymouth Meeting, Ambler, Phillipsburg, Valley Forge, and New York.

Chloride, anhy., dom., bbls., dlvd..lb. .13 - —
flake, dom., bbls., wks., c.l., ton.32.00 - —
l.c.l., bbls., wks.....ton.39.00 -42.00
Hypophosphite, cns.....100 lbs. 1.45 - —
25 lbs.....lb. 1.50 - —
Oxide (see Calcined).
Palmitate, bbls.....lb. .33 Nom.
Peroxide, 15%, dms., works..lb. 1.00 - 1.35
Silicate (see Talc).
Silicofluoride, bbls.....lb. .11 - .11½
Stearate, bbls., ctns., c.l.....lb. .21 - —
1 ton.....lb. .22 - —
1,000-2,000 lbs.....lb. .23 - —
smaller lots.....lb. .24 - —
Sulphate (see Epsom salt).
Magnesite, cal., dom., bgs....ton.58.00 -60.00
Import, bgs., duty paid....ton.65.00 -70.00
dead-burned, dom., bulk, c.l., f.o.b. Chewelah, Wash....ton.25.00 - —
Magnesium hydroxide, medicinal, bbls., 200 lbs..lb. .28 - —
dms., 25 lbs.....lb. .30 - —
kgs., 100 lbs.....lb. .26 - —
Trisilicate, cs., 500-lb. lots..lb. .58 - —
100-lb. lots.....lb. .65 - —
cns.....lb. .75 - .80
Malva flowers, black, bls.....lb. .45 - .50
blue, bls.....lb. .45 - .50
Leaves, bls.....lb. .19 - .20
Manaca root, bls.....lb. .23 - .24
Mandrake root, bls.....lb. .11 - .12
Manganese acetate, dms.....lb. .26½- —
Arsenate, bgs.....lb. .12 - .12½
Borate, tech., bbls.....lb. .15 - .16
Carbonate, bbls.....lb. .19 - —
Chloride, bbls.....lb. .08½ Nom.
Dioxide, African, battery, 84-87%, bgs., 28-40 tons, works, ton.64.50 - —
5-15 tons, works.....ton.67.50 - —
½-4 tons, works.....ton.72.50 - —
300-600 lbs., works.ton.92.50 - —
Caucasian, 85-90%, bbls., c.l., works..ton.61.50 - —
l.c.l., 5 tons, works...ton.64.50 - —
smaller lots, works..ton.69.50 - —
burlap bgs., c.l., works.ton.59.25 - —
l.c.l., 5 tons, works..ton.62.25 - —
smaller lots, works.ton.67.25 - —
paper bgs., c.l., works.ton.57.50 - —
l.c.l., 5 tons, works..ton.60.50 - —
Glycerophosphate, bbls., kgs., 1,000-lb. lots..lb. 2.80 - —
smaller lots.....lb. 3.00 - —
cns., 25 lbs.....lb. 3.12 - —
Hydrate, bbls., dlvd.....lb. .82 - —
Iodide, bots., 5 lbs.....lb. 5.55 - —
jars, 25 lbs.....lb. 5.70 - —
Linoleate, liquid, 4%, dms...lb. .18 - .18½
solid, precip., 8.2%, bbls...lb. .19 - —
Ore, Cuban, 51-52% basis Atl. ports..unit-ton. .50 - —
Resinate, fused, 2½%, bbls..lb. .06¾- .06½
precip., dms.....lb. .19 - —
Manganese, sulphate, anhyd., ton lots, works..lb. .08 - .08½
single dms., works.....lb. .08¼- .08¾
cryst., 98%, Mn30, bgs., c.l., dlvd., South..ton.48.75 - —
l.c.l., bgs.....ton.55.75 - —
80-85%, bgs., c.l., works, frt. alld. to S.F.A. territory, unit-ton. .75 - —
c.l., 5 tons, works...lb. .03½- —
smaller lots, works..lb. .04 - —
Mangrove bark, bgs., shipt...ton. No prices
Manna flake, large, cs.....lb. .60 - .65
small, cs.....lb. .55 - .60
Mannitol, com'l grade, 98% pure, ton lots, works..lb. .42 - —
250 lbs., bbls., works.....lb. .50 - —
reagent grade, 25-lb. tins, 100-lb. lots, works..lb. .95 - —
50-lb. lots, works.....lb. 1.00 - —
Marble flour, bgs.....ton.12.00 -14.00
Marjoram, French, bls.....lb. .36 - .37
Tunisan, bls.....lb. .33 Nom.
Chilean, bls.....lb. .27 - .29
Matico leaves, bls.....lb. .30 - .32
Menthol, USP, natural, cs.....lb. 3.30 - 3.40
synthetic, tech., cs.....lb. 2.50 - —
USP, cs.....lb. 3.25 - —
liquid, dms., 50 lbs.....lb. 1.50 - —
Menthyl salicylate, tins, 100-lb. lots..lb. 3.00 - —
25-lb. lots.....lb. 3.10 - —
Mercurial ointment, 30%, pails, 50 lbs.....lb. 1.24 - —
25 lbs.....lb. 1.26 - —
60%, pails, 50 lbs.....lb. 1.79 - —
25 lbs.....lb. 1.81 - —
Mercury (see Quicksilver).
Ammoniated (see white precipitate).
Bichloride (see Corrosive sublimate).
Bisulphate, bots., 5 lbs.....lb. 2.62 - 2.64
flb., dms., 100 lbs.....lb. 2.49 - —
jars, 25 lbs.....lb. 2.51 - —
Chloride (see Calomel).
Iodide, red, N.F., bots., 5 lbs. lb. 4.41 - 4.45
cns., 25 lbs.....lb. 4.30 - 4.35
flb., dms., 100 lbs.....lb. 4.30 - 4.35
yellow, bots., 5 lbs.....lb. 4.51 - 4.55
cns., 25 lbs.....lb. 4.40 - —
flb., dms., 100 lbs.....lb. 4.40 - —
Nitrate ointment (see Citrine ointment).
Oxide, red, N.F. (see Red precipitate).
tech. (See Red, mercury oxide).
yellow, dom., tech., bbls..lb. 2.26 - —
USP, flb, dms., 50 lbs. or more..lb. 2.78 - —
Mercury and chalk, ctns., 5 lbs., lb. 1.72 - —
flb., dms., 25 lbs.....lb. 1.60 - 1.65
Mesityl oxide, cns., works.....lb. .16 - .18
dms., c.l., dlvd.....lb. .11½- —
l.c.l., dlvd.....lb. .12 - —
tanks, dlvd.....lb. .10¼- —
Metal leaf, pkgs., of 20 books (500 leaves), aluminum, 5½x5½ in..pkg. 1.50 - 1.75
composition, 5½x5½ in..pkg. 1.70 - 1.80
gold, XX deep, 23K, 3¾x3¾ in..pkg.15.25 -15.75
23K, 3¾x3¾ in.....pkg.16.15 -17.50
4x4 in.....pkg.19.50 -20.00
3¾x5½ in.....pkg.22.50 -23.00
3¾x5½ in.....pkg.24.50 -25.00
Silver 3¾x3¾ in.....pkg. 2.75 - 2.80
Metanitroparatoluidin, bbls....lb. 1.30 - —
Metaphenylenediamine, kgs....lb. .65 - —
Metatoluylenediamine, kgs.....lb. .65 - —
Methanol, natural, denat., grade, tanks..gal. .40 - —
97%, tanks.....gal. .52 - —
95%, tanks.....gal. .51 - —

Methanol in drums, car lots, is 5c. per gal. higher, frt. alld., east of the Rocky Mts. Prices on the Pacific Coast are 3c. higher on tanks and 4c. per gal. higher on drums. car lots.

synth., pure, dms., c.l., Zone 1, frt. alld..gal. .38 - —
2, frt. alld.....gal. .41 - —
3, frt. alld.....gal. .43 - —
4, frt. alld.....gal. .44 - —
l.c.l., Zone 1, frt. alld. or dlvd..gal. .46½- —
2, frt. alld. or dlvd., gal. .47 - —
3, frt. alld. or dlvd..gal. .44½- —
4, frt. alld. or dlvd..gal. .60 - —
tanks, Zone 1, frt. alld..gal. .33 - —
2, frt. alld.....gal. .35½- —
3, frt. alld.....gal. .36½- —
4, frt. alld.....gal. .37 - —

Synthetic methanol sales zones are:—Zone 1, Conn., Del., D. C., Ill., Ind., Iowa, Ky., Me., Md., Mass., Mich., Minn., Mo., N. H., N. J., N. Y., N. C., Ohio, Penn., R. I., Tenn., Vt., Va., W. Va., Wis.; Zone 2, Ala., Ark., Col., Fla., Ga., Kans., La., Miss., Neb., N. D., Okla., S. C., S. D., Tex., Wyo.; Zone 3, Los Angeles, Cal., San Francisco, Cal., Portland, Ore., and Seattle, Wash.; Zone 4, Ariz., Cal., N. Mex., Mont., Nev., Idaho, Ore., Utah, Wash.

Methyl acetate, 97-98%, dms., c.l. E. of Miss. R...lb. .16½- —
W. of Miss. R.....lb. .11½- —
l.c.l., dms., dlvd. E. of Miss. R..lb. .11 - —
W. of Miss. R.....lb. .12 - —
tanks, dlvd., E. of Miss. R. lb. .09½- —
W. of Miss R.....lb. .10½- —
tech., dms., c.l., dlvd., E. of Miss. R..lb. .07 - —
W. of Miss. R.....lb. .08 - —
l.c.l., dlvd. E. of Miss., R..lb. .07½- —
W. of Miss R. .....lb. .08½- —
tanks, dlvd. E. of Miss. R., lb. .06 - —
W of Miss. R. .....lb. .07 - —
Acetoacetate, dms., c.l., works, frt. all..lb. .29½- —
Acetone, natural, dms., c.l..gal. .41 - —
l.c.l. .....gal. .44 - —
tanks .....gal. .35 - —

Methyl acetone in drums, car lots, is 5c. per gal. higher, frt. alld., east of Rocky Mts. Prices on Pacific Coast are 3c. per gal. higher on tanks and 4c. per gal. higher on drums. car lots.

synthetic, dms., c.l., Zone 1, frt. alld. E. of Rockies, gal. .28 - —
2, frt. alld. E. of Rockies, gal. .41 - —
3, Pacific Coast .....gal. .42 - —
4 .....gal. .44 - —
l.c.l., Zone 1, frt. alld. E. of Rockies..gal. .41 - —
2, frt. alld. E. of Rockies..gal. .475 - —
3, Pacific Coast.....gal. .45 - —
4. .....gal. .605 - —
tanks, Zone 1, frt. alld., E. of Rockies..gal. .315 - —
2, frt. alld. E. of Rockies, gal. .34 - —
3, Pacific Coast.....gal. .35 - —
4, ...gal. .355 - —

Methyl acetone, synthetic, sales zones are:—Zone 1, Conn., Dela., D. C., Ill., Ind., Iowa, Ky., Me., Md., Mass., Mich., Minn., Mo., N. H., N. J., N. Y., N. C., Ohio, Pa., R. I., Tenn., Vt., Va., West Va. and Wis.; Zone 2, Ala., Ark., Col., Fla., Ga., Kans., La., Miss., Neb., N. D., Okla., S. C. and S. D.; Zone 3, Pacific Coast; Zone 4, Ariz., Col., Mont., Nev., Idaho, Ore., Utah, Wash., N. Mex.

Alcohol (see Methanol).

Methyl, antranilate, bots.....lb. 2.10 - 2.30
Benzoate, cns., 25 lbs.....lb. .70 - 1.30
Bromide, cyl.....lb. .65 - .75
Chloride, refrigeration, 500 lbs., and up, machine mfrs. and jobbers, cylinders..lb. .32 - —
service men and consumers, cyl..lb. .36 - —
60 to 499 lbs., cyl., mach. mfrs. and jobbers..lb. .36 - —
service men and consumers, cyl..lb. .40 - —
tanks, multi-unit, mach. mfrs. and jobbers..lb. .31 - —
service men and consumers, lb. .35 - —

Methyl chloride quotations are spot or contract, effective July 1, for delivery to any common carrier point in United States. Prices above are in 60, 90 and 150-lb. cylinders. Prices on the 30-lb. cylinders are uniformly 10c. per pound higher than above prices.

Cinnamate, bls.....lb. 1.85 - 2.00
Formate, dms.....lb. .35 - .36
Lactate, dms., l.c.l., dlvd..lb. .30 -
Iodide, bots.....lb. 3.68 - 3.82
Salicylate, dms.....lb. .35 - .37—
cns. .....lb. .37 - .40
Violet toner, bbls.....lb. .35 - —
permanent, bbls. .....lb. .60 - —
Methylamyl ketone, dms., works, l.c.l..lb. .25 - —
smaller containers, same basis, lb. .28 - —
Methyl cellulose, dms., 100 lbs. or more, frt. alld..lb. .70 - —
less than 100 lbs., works...lb. .75 - —
Methylcyclonexane, 98-100% dms., works, frt. alld., E. of Rockies..lb. .25 - —
Methylcyclohexanol, 98-100%, dms., works, frt. alld., E. of Rockies..lb. .30 - —
Methylcyclohexanone, 98 - 100%, dms., works, frt. alld., E. of Rockies..lb. .58 - —
Methylene blue, medcl., kgs., 100 lbs..lb. 2.00 - —
cns., 5 lbs.....lb. 2.25 - —
Chloride, dms., f.o.b. works..lb. .18 - .23
Methylethyl ketone, dms., c.l., frt., pd., E. of Rocky Mts..lb. .06 - —
l.c.l., same terms.....lb. .06½- —
tanks, same terms.....lb. .05 - —
Methylheptenone, bots.....lb. 2.45 - 3.00
Methylheptin carbonate, bots..lb.28.00 -44.00
Methylhexyl ketone, dms., tech., wks..lb. .60 - —
Methylisobutyl ketone, dms., 55-gal., c.l., works..gal. .76 - —
l.c.l., works.....gal. .80 - —
smaller containers, works.gal. 1.00 - —
tanks, works.....gal. .70 - —
Methylnaphthyl ketone, dom., cryst., bots..lb. 3.25 - 3.30
imp. bots.....lb. 3.10 - —
Methylpropyl ketone, dms., c.l..lb. .20½- —
l.c.l. .....lb. .21 - —
tanks .....lb. .19½- —
Metronite pigment, 120 mesh, containers extra, c.l., f.o.b. Milwaukee..ton. 9.00 - —
l.c.l., same basis.....ton.11.00 - —
180 mesh, containers extra, c.l., same basis..ton.11.00 - —
l.c.l., same basis.....ton.13.00 - —
250 mesh, containers extra, c.l., same basis..ton.13.00 - —
l.c.l., same basis.....ton.15.00 - —
325 mesh, containers extra, c.l., same basis..ton.18.00 - —
l.c.l., same basis.....ton.20.00 - —
Mica, dry grd., amber, No. 1 quality, bgs., extra and returnable, c.l., works..ton.30.00 - —
l.c.l., 5,000 lbs., works, ton.40.00 - —
1,000 lbs., works....lb. .02 - —
500 lbs., works....lb. .02½- —
100 lbs., works....lb. .03 - —
roofing, bags., extra and returnable, c.l., works..ton.20.00 - —
l.c.l., 5,000 lbs., works, ton.28.00 - —
paint, bgs., extra and returnable, c.l., works.ton.55.00 - —
l.c.l., 5,000 lbs., works, ton.65.00 - —
white, No. 1, quality, bgs., extra and returnable, c.l., works..ton.35.00 - —
l.c.l., 5,000 lbs., works, ton.45.00 - —
1,000 lbs., works..lb. .02½- —
500 lbs., works....lb. .03 - —
roofing, bgs., extra and returnable, c.l., works.ton.29.00 - —
l.c.l., 5,000 lbs., works, ton.39.00 - —
paint, bgs., extra and returnable, c.l., works..ton.60.00 - —
l.c.l., 5,000 lbs., works, ton.70.00 -
wet-ground, paint or lacquer, bgs., c.l., frt. alld. E.....lb. .04¼- —
l.c.l., ex-whse., or frt. alld., E..lb. .04¾- —
paper, wall or coated, bgs., c.l., frt. alld. E..lb. .04½- —
l.c.l., ex-whse. or frt alld., E..lb. .04¾- —
rubber, bgs., c.l., frt. alld. E..lb. .04 - —
l.c.l., ex-whse. or frt. alld., E....lb. .04½- —

wet-ground mica prices are ½c. per pound higher west of Rockies.

Milk powder, skimmed, roller, bbls., c.l..lb. .07 - —
l.c.l. .....lb. .08 - —
spray, bbls., c.l. .....lb. .07½- —
l.c.l. .....lb. .08½- —
unskimmed, roller, bbls., c.l., lb. .15½- —
l.c.l. .....lb. .16½- —
spray, bbls., c.l. .....lb. .16 - —
l.c.l. .....lb. .17 - —
Millet seed, yellow, bgs.....lb. .03¾- .04¼
early fortune, bgs.....lb. .03 - .03½
hulled, bgs.....lb. .06¼- .06¾
Mineral spirits (see Petroleum thinner and V M & P naphtha).
Molasses, blackstrap, tanks, f.o.b., No. Atlantic ports..gal. .05½- .06
f.o.b. New Orleans.....gal. .04½- .05
Molybdate orange (see Orange, molybdate).
Molybdenum metal, kgs., 99% powd..lb. 2.60 - 3.00
Monoamylamine, dms., c.l., wks., lb. .52 - —
l.c.l., works .....lb. .53 - .55
tanks .....lb. .50 - —
Monobutylamine, dms., c.l., works lb. .50 - —
l.c.l., works.....lb. .51 - .55
tanks works.....lb. .48 - —
Monochlorobenzene, dms., l.c.l., lb. .06 - .08
Monoethanolamine, dms., c.l., works..lb. .24 - —
l.c.l., dms .....lb. .25 - —
tanks .....lb. .23 - —
Monoethylamine, basis 100% amine content, dms., l.c.l., works..lb. .65 - —
Monoethylaniline, dms .....lb. .77 Nom.
Monomethylamine, dms., c.l., dlvd..lb. .65 - —
l.c.l., dlvd. .....lb. .70 - —

Litharge—Oil, Birch

Monomethylpara-aminophenol sulphate, dms..lb. 3.75 - 4.00
Monosodiumphosphate (see Soda phosphate, monobasic).
Morphine, bots., 5 ozs.....oz.11.10 - —
cns., 25 ozs. .....oz.10.90 - —
Acetate, bots., 5 ozs.....oz. 9.00 - —
cns., 25 ozs.....oz. 8.80 - —
Ethylhydrochloride, bots. 5 ozs., oz.10.75 - —
cns., 25 ozs. .....oz.10.55 - —
Hydrobromide, bots., 5 ozs...oz. 8.95 - —
cns., 25 ozs.....oz. 8.75 - —
Sulphate, bots., 5 ozs...oz. 9.00 - —
cns., 25 ozs.....oz. 8.80 - —
Morpholine, dms., 55 gal., l.c.l., works..lb. .75 - —
smaller containers, works....lb. 1.00 - —
Mullein leaves, cns.....lb. .12 - .14
flowers, cns.....lb. 1.50 - 1.60
Musk, nat., Tonquin, grained, bots..oz.21.00 -22.00
pods, caddies, 20 ozs...oz.19.00 -21.00
synth., ambrette, cns., 100 lbs. or more..lb. 3.60 - —
5 lbs. to 75 lbs.....lb. 3.85 - —
1 lb.....lb. 4.00 - —
ketone, cns., 100 lbs. or more, lb. 3.75 - —
5 lbs. to 75 lbs.....lb. 4.00 - —
1 lb.....lb. 4.15 - —
xylol, cns., 100 lbs., or more, lb. 1.10 - —
5 lbs. to 75 lbs.....lb. 1.20 - —
1 lb.....lb. 1.25 - —
Musk root, bls.....lb. .65 - .70
Mustard seed, California, brown, bgs..lb. .09¼- .09¾
Danish, yellow, bgs.....lb. .13¼- .13¾
Dutch, yellow, bgs.....lb. No stocks
English, yellow, bgs.....lb. No stocks
Roumanian, yellow, bgs...lb. .11½- .12
Myrobalans, Ji, bgs., f.a.s....ton.45.00 - —
J2, bgs., f.a.s.....ton.36.00 - —
Extract, liquid, 25%, bbls....lb. No prices
solid, 50% bbls.....lb. No prices
powdered, 70%, bbls.....lb. .66 Nom.

N

Naphtha, Painters' (see Petroleum naphtha, V. M. & P.).
Solvent (see S).
Naphthalene, crude, dom., 74 deg., bgs., c.l., works, 100 lbs. 2.25 Nom.
bgs., bbls., l.c.l., works, 100 lbs. 2.50 Nom.
78 deg., bgs., c.l., works.. 100 lbs. 2.50 Nom.
l.c.l., works .....100 lbs. 2.75 Nom.
Import, bgs., c.i.f.....100 lbs. 3.20 Nom.
refined, balls or flakes, bbls., wholesalers and jobbers, f.o.b. works.....lb. .06¾- —
50-lb., cs., same basis...lb. .07 - —
pkgs. (16 oz.), same basis, lb. .07½- —
(12 oz.) same basis..pkg. .06 - —
chipped, crushed, bbls., same basis..lb. .06 - —
rice, cryst., powd., bbls., same basis..lb. .06¾- —
Nerolin, cryst., cns.....lb. 1.25 - 1.35
Nickel carbonate, bbls.....lb. .36 - .36¼
Chloride, bbls.....lb. .18 - .20
Oxide, black, bbls.....lb. .35 - .36
Salt, bbls.....lb. .13 - .13½
Nicotine sulphate, 40%, dms., works, frt. alld..lb. .70 - —
10-lb., tins.....lb. .66½- —
Nitercake, bulk, works.....ton.16.00 - —
Nitrobenzene, dbl. dist., dms., c.l..lb. .06 - —
l.c.l. .....lb. .09 - —
tanks .....lb. .07 - —
Nitrocellulose, alcohol-soluble, ¼, and 40, sec. vis., bbls., works..lb. .28 - —
bronzing, 20, 40, 70 sec. vis., bbls., works..lb. .29 - —
ester-soluble, ¼, ½, 5-6, 15-20 sec., bbls., c.l., dry weight, works..lb. .22 - —
l.c.l., ¼, ½, 5-6, 15-20 and higher vis., bbls..lb. .26 - —
lacquer, 20-30 and 60-80 sec., vis., bbls., works....lb. .29 - —

Nitrocellulose prices are quoted on the basis of dry weight; denatured alcohol used in manufacture is charged extra. Barrels are to be paid for extra, but are returnable.

Nitrogen solution, nitrogen basis, tanks, f.o.b. Atlantic and Gulf ports..unit-ton. 1.2158- —
Nitrogenous fertilizer material, 8-11% ammon., dom., bulk, f.o.b. Carrollville, Wis., dlvd....unit-ton. 2.25 - —
f.o.b. Chemical, Ill., unit-ton. 2.25 - —
East Coast producing points..unit-ton. 3.00 - —
import, bgs., c.i.f. Atlantic ports, shipt..unit-ton. 2.85 - —
Nitronaphthalene, bbls.....lb. .24 - .25
Nutgalls, Alleppo, bgs., cs....lb. .29 - .30
Extract (see Gall extract).
Nutmegs, 80s, bgs., cs.....lb. .24 - .25
110s, bgs., cs.....lb. .22 - .22½
West Indian, bgs.....lb. .12¾- .13¼
Nux vomica, bls.....lb. .06½- .07
powd., bbls., bxs.....lb. .08 - .09

O

Oakbark extract, 25% tan., bbls., c.l., wks..lb. .08½- —
l.c.l., bbls., wks.....lb. .08¾- —
tanks .....lb. .03¾- —
Ocher (see Yellow).
Octanes, 100-140° C., mixed, dms., c.l., G.3..gal. .12½- —
l.c.l., G.3 .....gal. .17 - —
tanks, G.3.....gal. .10¼- —
Octyl acetate, dms., c.l., works..lb. .16 - —
l.c.l., works .....lb. .17 - —
tanks, works .....lb. .15 - —
Oil, almond, bitter, artif. (see Benzaldehyde).
natural, bots. .....lb. 2.00 - 2.10
e.p.s., bots. .....lb. 2.10 - 2.20
sweet, true, exp., cns....lb. 1.00 - 1.25
Amber, crude, cns.....lb. .18 - .20
ref'd, cns. .....lb. .50 - .51
Amyris, cns. .....lb. 2.00 - 2.25
Angelica root, bots.....lb.45.00 Nom.
seed, bots.....lb.75.00 Nom.
Anilin (see A).
Anise, USP, cns., dms.....lb. .80 - .85
Apricot, kernels, cns.....lb. .35 - .40
Babassu, tanks.....lb. .06¾- —
Bay, W. I., 50-55% phenols, cns..lb. 1.20 - 1.25
55-60% phenols, cns.....lb. 1.35 - 1.40
Bergamot, artif. cns.....lb. 1.25 - 1.30
natural, coppers.....lb. 4.00 - 4.25
Betula (see Oil, sweet birch).
Birch (see Oil, sweet birch).

Oil, Birchtar—Oil, Origanum

Oil, birchtar, crude, dms.....lb. .25 - .26
rectified, cns.....lb. .75 - .80
Boise de rose, Brazil, cns.....lb. 1.60 - 1.65
Cade, USP IX (see Oil, juniper tar).
Cajeput, tech., dms.....lb. .53 - .54
USP IX, cns.....lb. .63 - .64
Calamus, cns.....lb. 5.50 Nom.
Camphor, sassafrassy, cns...lb. .35 Nom.
dms. .....lb. .33 Nom.
white, cns.....lb. .52 Nom.
dms. .....lb. .50 Nom.
Cananga, native, cns.....lb. 1.35 Nom.
rectified, cns.....lb. 1.80 Nom.
Capsicum (oleoresin) N. F. VI, cns..lb. 2.25 - 2.30
Caraway, USP, cns.....lb. 3.00 - 3.25
Cardamom, bots.....lb. 15.00 -16.00
Cassia, USP, cns., dms.....lb. 1.20 - 1.25
Castor, blown, one-way dms., c.l..lb. .13¼ Nom.
l.c.l. .....lb. .14 - —
medicinal, bbls., c.l.....lb. .11¾ Nom.
l.c.l. .....lb. .12½- —
cns. (1-gal.), l.c.l.....lb. .15½- —
dms. (returnable), c.l.....lb. .12¼- —
l.c.l. .....lb. .13½- —
(5-gal.), l.c.l.....lb. .11 Nom.
tanks .....lb. .11¼ Nom.
No. 3, bbls., c.l.....lb. .12 - —
l.c.l. .....lb. .11 Nom.
dms. (returnable), c.l.....lb. .11¾- —
l.c.l. .....lb. .10½ Nom.
tanks .....lb. Nom.
dehydrated, dms., c.l.....lb. .18 - —
l.c.l. .....lb. Nom.
tanks .....lb.

Castor oil, med. and No. 3 prices are dlvd. all points between N. Y. and Philadelphia, Albany, and N. E. States; Chicago c.l. prices ¾c. higher than N.Y.; l.c.l. prices ¾c. higher than N.Y.; one-way drums, ¼c. higher, all points.

sulphonated, 50% (45% fat), dms., c.l..lb. No prices
l.c.l. .....lb. No prices
75% (63% fat), dms., c.l..lb. No prices
l.c.l. .....lb. No prices
50% (68% fat), dms., c.l..lb. No prices
l.c.l. .....lb. No prices
Cedarleaf, cs.....lb. .95 - 1.00
dms. .....lb. .90 - .95
Cedarwood, Oregon, cns., dms. lb. .28 - .30
Southern, cns., dms.....lb. .20 - .21
Celery, bots.....lb. 7.25 - 7.50
Chaulmoogra, USP, cns., 500 lbs. lb. 1.00 - —
25 lbs. .....lb. 1.25 - —
Chinawood, dms.....lb. .25 - .28
tanks .....lb. .24 - .27
Cinnamon, Ceylon, bots.....lb. 9.25 -25.00
Seychelle, bots.....lb. 7.25 - 8.00
Citronella, Ceylon, cns.....lb. .46 - .48
dms. .....lb. .44 - .46
Java, cns., dms.....lb. .39 - .40
Clove, makers, USP, cns.....lb. 1.50 - 1.60
dms. .....lb. 1.45 - 1.50
Coconut, Manila, crude, tanks, lb. .03⅞- —
Pac. Cst.....lb. .03½- —
edible, 76°, tax incl., dms. (returnable), c.l..lb. .09⅝- —
l.c.l. .....lb. .10⅛- —
tanks .....lb. .08¼ Nom.
Cod, Newfoundland, shipt., unstanked..gal. .72 Nom.
Norwegian, shipt., bbls...gal. .60 - .68
Codliver, med., USP, bbls..bbl. 38.00 -48.00
Coriander, bots.....lb. 15.00 -16.00
Corn, crude, tanks, wks.....lb. .06 - .06¼
refd., bbls.....lb. .08½- .08¾
Cottonseed, dom., cooking, bbls. lb. .09⅛- —
salad, bbls.....lb. .10 - —
import, Brazilian, semi-refd., bulk..lb. .03½ Nom.
Creosote (see C).
Croton, USP, cns.....lb. 1.75 - 1.80
Cubeb, USP, cns.....lb. 3.75 - —
Crude (see Petroleum, crude).
Cumin, bots.....lb. 7.50 - 8.00
Cypress, dom., bots.....lb. 5.25 Nom.
import, cns. .....lb. 12.00 Nom.
Degras (see D).
Diesel, Bayonne, bulk.....bbl. 1.75 - —
California, 24 plus, bulk...bbl. 1.55 - —
Dill seed, bots.....lb. 3.00 - 3.25
weed, bots.....lb. 3.60 - 3.85
Dip (see L).
Erigeron, cns.....lb. 2.40 - 2.45
Eucalyptus, cns.....lb. .61 Nom.
dms. .....lb. .59 Nom.
Fennel, sweet, cns.....lb. 3.00 Nom.
Fuel, bunker, California, tide-water..bbl. .90 - —
Gulf Coast.....bbl. .90 - .95
Louisiana, Arkansas, 10-14.bbl. .85 - 1.00
N. Y. and N. J. terminals:—
Monday .....bbl. 1.15 - —
Tuesday .....bbl. 1.15 - —
Wednesday .....bbl. 1.15 - —
Thursday .....bbl. 1.15 - —
Friday .....bbl. 1.15 - —
Saturday .....bbl. 1.05 - —
North Texas, 18-22.....bbl. .85 - .90
24-28, zero cold test.....bbl. 1.00 - 1.05
Oklahoma, 18-22.....bbl. .80 - .95
24-28, zero cold test.....bbl. 1.00 - 1.05
24-28, 15 and above.....bbl. .80 - .95
Pennsylvania, 36-40.....gal. .04 - .04½
Furnace, Bayonne, 1, bulk, refinery..gal. .05 - —
2, bulk, same basis....gal. .04⅝- .04⅞
4, bulk, same basis.....gal. .03⅝- .04⅛
Louisiana - Arkansas, 32 - 36, light straw..gal. .03¼- .03½
Oklahoma, 28-30.....gal. .03 - —
32-36 .....gal. .03⅝- .03½
36-38 .....gal. .03⅝- .03⅝
38-40, straw .....gal. .03⅝- .03⅝
38-40 zero, 60 c.p.....gal. .03⅝- .04
Fusel (see F).
Gas, Bayonne, bulk.....gal. .04 - —
Gulf Coast, bulk.....gal. .03½- —
North Texas, bulk.....gal. .02⅞- —
Oklahoma, bulk.....gal. .03½- —
Gaultheria (see Oil, wintergreen leaf).
Geranium, Algerian, rose, cns., lb. 3.25 - 3.50
Bourbon, cns.....lb. 3.25 - 3.50
Turkish (see Palmarosa).
Grapefruit, cns.....lb. 1.85 - 1.90
Grapeseed, dms.....lb. .40 - .45
Ginger, dist., bots.....lb. 4.50 Nom.
Guaiac wood, concrete, bots..lb. 2.10 Nom.
Hasriem, import, bots....gross. 5.50 - 5.75
Hemlock, cns.....lb. 1.00 - 1.25
Juniper berry, USP, cns.....lb. 1.85 - 2.00
Wood, tech., cns.....lb. .45 - —
Juniper tar, USP XI, 1,000 lbs., dms..lb. .60 - .65
cns. .....lb. .62 - .67
Lard, common, 1, bbls.....lb. .09¼- —
2 bbls. .....lb. .09 - —
extra, bbls. .....lb. .09⅜- —
1, bbls. .....lb. .09½- —
Winter, strained, extra, bbls., lb. .09⅞- —
prime, burning, bbls.....lb. .10½- —
prime, ined., bbls.....lb. .10 - —
Laurel, bots.....lb. 4.50 Nom.
Lavandin, cns., 25 lbs.....lb. 1.50 Nom.
Lavender flower, French 50% ester, cns..lb. 5.75 Nom.
38-42% ester, cns.....lb. 4.75 Nom.
35-38% ester, cns.....lb. 4.25 Nom.
30-32% ester, cns.....lb. 3.75 Nom.
garden, cns.....lb. .42 - .45

Oil, lavender, spike, Spanish, tech, cns..lb. 1.05 Nom.
dms. .....lb. .95 Nom.
Lemon, Calif., cns.....lb. 3.00 - —
Messina, coppers, cns.....lb. 3.20 - 3.75
Terpeneless, Type 1.....lb. 10.75 -16.50
Type 2.....lb. 8.50 -14.50
Lemongrass, native, cns., dms., lb. .60 Nom.
Lime, dist., West Indian, cns. lb. 3.75 - 4.00
expressed, cns.....lb. 7.25 - 7.50
Terpeneless, Type 1.....lb. 42.00 -46.50
Type 2.....lb. 60.00 -75.00
Linaloe wood, cns.....lb. 1.50 - 1.60
Linseed, raw, bbls., c.l.....lb. .0990- .1010
l.c.l., 10 to 69.....lb. .1010- .1030
5 to 9.....lb. .1050- —
less than 5.....lb. .1070- —
tanks .....lb. .0930- .0950

Boiled linseed oil prices are .004 cents higher than raw.

Lovage, bots.....lb. 41.25 -60.00

Lubricating, at refinery (including U.S. tax 4c. per gal):—California, green, 70, 80, 100, vis., dms.....gal. .29 - —
140 vis., dms.....gal. .25 - —
green, pale, 750, 900 vis.. dms..gal. .26 - —
green, pale, red, 200, 300, 350, 400, 450, 500, 600, 700 vis. dms..gal. .26 - —
Oklahoma, bright stocks, 100-110 D, color 4, 0-10 pour, tanks..gal. .26 - —
15-25 pour, tanks..gal. .23 - —
150-160 D, color, 4½, 0-10 pour, tanks..gal. .27 - —
15-25 pour, tanks..gal. .26 - —
150-160 E, color 5½, 15-25 pour, tanks..gal. .26 - —
190-200 D, color 4¼, 15-25 pour, tanks..gal. .26 - —

Oil, lubricating, at refinery Oklahoma, neutrals, 0-10 pour,
150 vis., 3 colors, tanks, gal. .13 - —
180 vis., 3 color, tanks, gal. .14½- —
4 color, tanks.....gal. .14 - —
200 vis., 3 color, tanks, gal. .15½- —
4 color, tanks.....gal. .15 - —
250 vis., 3 color, tanks, gal. .16 - —
4 color, tanks.....gal. .15½- —
280 vis., 3 color, tanks, gal. .17 - —
4 color, tanks.....gal. .16½- —

15-25 pour prices are ½c. per gallon higher than zero to 10° pour.

Penn., bright, 600, 10-15 pour, tanks..gal. .32 - —
25 pour, tanks..gal. .30 - —
cylinder, 600 fire, tanks, gal. .15 - —
600 flash, tanks.....gal. .20 - —
630 flash, tanks.....gal. .22 - —
635 fire, tanks.....gal. .18 - —
650 fire, tanks.....gal. .19 - —
Warren, E, amber, tanks, gal. .22 - —
Penna, Warren, E, neutral, 150 vis., 3 color, tanks..gal. .25 - —
180 vis., 3 color, tanks..gal. .27 - —
200 vis., 2 color, tanks..gal. .30 - —
spot, Penna., bright, bbls., c.l., f.a.s..gal. .28 - —
unfiltered, 600 s. r....bbls., f.a.s..gal. .21½- —
600 flash, s. r., bbls., c.l. gal. .23½- —
630 flash, bbls, c.l., f.a.s., gal. .27½- —
Warren, E., bbls., c.l., f.a.s., smaller lots, f.o.b..gal. .27 - —
Mace, dist., cns., dms.....lb. 1.75 - 1.80
Mandarin, superior, coppers..lb. 6.00 Nom.

Oil, Menhaden, crude, tanks, f.o.b. Balto..gal. .35 - —
refd., alkali, dms.....lb. .0800- —
tanks .....lb. .0740- —
refd., blown, dms.....lb. .0820- —
kettle-bodied, dms. .....lb. .0920- —
light pressed, dms.....lb. .0740- —
tanks .....lb. .0680- —
Mineral, white (see Oil, white mineral).
Mustard, artif., USP, cns.....lb. 1.60 - 1.70
dist., natural, bots.....lb. 8.50 - 9.00
Neatsfoot, 20° cold test, bbls., lb. .19¼- —
extra, bbls. .....lb. .09¾- —
1, bbls. .....lb. .09½- —
pure, bbls. .....lb. .15¾- —
prime, bbls. .....lb. .10 - —
sulphonated, common, 25% moisture, dms..lb. .10½- —
Neroli, bots.....lb. 85.00 -140.00
Nutmeg, USP, cns., dms.....lb. 1.75 - 1.80
Oiticica, dms.....lb. .20 - .21
Oleo, 1, bbls.....lb. .09¾- —
2, bbls. .....lb. .09¼- —
Olibanum, bots.....lb. 5.00 - 5.25
Olive, denat., bbls.....gal. 1.05 - 1.15
edible, bbls.....gal. 2.10 - 2.25
foots, dms.....lb. .09 - .09½
sulphonated, 50% (43% fat), dms., c.l..lb. No prices
l.c.l. .....lb. No prices
75% (63% fat), dms., c.l..lb. No prices
l.c.l. .....lb. No prices
80% (68% fat), dms., c.l..lb. No prices
l.c.l. .....lb. No prices
Orange, sweet, dist., cs.....lb. .90 - —
Expressed, African, cns., dms. lb. 1.10 - 1.15
Calif., cns.....lb. 1.50 - —
Florida, cns.....lb. 1.30 - 1.35
Messina, USP, coppers.lb. 2.00 - 2.75
West Indies, cns.....lb. 2.45 - 2.50
terpeneless .....lb. 68.00 -69.00
Origanum, cns.....lb. 1.60 - 1.65

Speed up the presses was the order . . . but to produce an ink that could print faster was the problem that confronted a large ink maker.

SUN Oil Chemists came in . . . went to work . . . and produced SUN Ink Oils that made possible higher printing speeds, less smudging, a minimum of strike through and lower costs.

Outstanding? Yes! But . . . just a usual performance report of what Sun Processing Oils are doing in many fields. Ink . . . leather . . . rubber . . . textile, or whatever you produce, there's a Sun Processing Oil to help you improve quality and reduce costs. If you have a new process let us aid in perfecting it . . . if it is an accepted process, let us help you improve it.

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SUN OIL COMPANY — PHILADELPHIA, PA.

SUN OILS

PETROLEUM PRODUCTS FOR ALL INDUSTRIES

Photo courtesy of Philadelphia Inquirer

Oil, orris, Florentine, concrete, extra strong bots..oz. 4.75 - 5.50
Palm, Niger, cks.....lb. .05 - —
shipment .....lb. No prices
softs, 12½%, bulk, shipt....lb. No prices
20%, bulk, shipt.....lb. No prices
Sumatra, shipt., bulk.....lb. No prices
Palmrosa, cns.....lb. 2.75 Nom.
Palmkernel, bulk, shipt.....lb. No prices
Paraffin, 320° flash, 60-70 vis., tanks, G. 3..gal. .05¼- —
350° flash, 70-80 vis., tanks, G. 3..gal. .05¼- —
80-85 vis., bbls., extra, ind. refy..gal. .12 - —
350° flash, 100-105 vis., bbls., extra, Ind. refy..gal. .14 - —
360° flash, 100-110 vis., tanks, G. 3..gal. .05¾- —
Patchouli, bots., cns.....lb. 4.25 Nom.
Peanut, crude, dom., tanks..lb. .06¾- .07
refd., edible, bbls.....lb. .10½- .10¾
Pennyroyal, dom., cns.....lb. 2.15 Nom.
import, cns.....lb. 2.75 Nom.
Peppermint, natural, cns., dms. lb. 2.75 - 3.00
redist., USP, cns., dms....lb. 3.00 - 3.25
Perilla, dms.....lb. .14 - .14½
tanks .....lb .1320- .1350
Petitgrain, Paraguay, cns...lb. 1.00 Nom.
Pimento berry, cns.....lb. 4.35 Nom.
leaf, cns.....lb. 3.00 Nom.
Pine, dest.-dist., straw-color, dms., dlvd., E. ports.....gal. .53 - .56
steam-dist., dms.....gal. .52
tanks .....gal. .54
Pineneedle, Siberian, cns....lb. 1.35 - 1.40
Putty, bbls., S. Segundo, Richmond, Cal..gal. .22½-
contracts .....gal. .19¼-
Whiting, Ind.....gal. .28 - —
dms., c.l., Bost., Provid..gal. .25 - —
l.c.l., same basis.....gal. .27 - —
tanks, same basis.....gal. .18 - —
Martinez, Cal.....gal. .28 - —

Oil, rapeseed, blown, bbls.....lb. .17 - .17½
denat., bbls.....gal. 1.00 Nom.
Red. dist. or saponif., dms., dlvd..lb. .09 - .09⅛
tanks, dlvd.....lb. .08½- —
Rose, artif., bots.....oz. 2.00 Nom.
natural, coppers.....oz. No prices
Rosemary, Spanish, cns.....lb. .75 Nom.
dms.....lb. .70 Nom.
Rosin, 1st rectfd., dms.....gal. .50 - —
2d rectfd., dms.....gal. .52 - —
3d rectfd., dms.....gal. .56 - —
Rue, bots.....lb. 3.00 Nom.
Sage, cns.....lb. 2.50 Nom.
Sandalwood, E. I., USP, cns..lb. 5.25 - 5.50
Mysore, cns., case lots.....lb. No prices
Sardine, crude, tanks, Pac. Cst..gal. .32 Nom.
refd., alkali, dms.....lb. .0800- —
tanks .....lb. .0740- —
kettle boiled, dms.....lb. .0920- —
light pressed, dms.....lb. .0740- —
tanks .....lb. .0680- —
Sassafras, artif., cns.....lb. .77 Nom.
dms.....lb. .75 Nom.
natural, cns., dms.....lb. 1.10 Nom.
Savin, cns.....lb. 3.00 Nom.
Savory, cns.....lb. 2.00 Nom.
Sesame, refd., import, dms..lb. No prices
Shingle stain, bbls., c.l., wks., gal. .19 - —
l.c.l., works .....gal. .21 - —
tanks, works .....gal. .14 - —
Snakeroot, Canada, cns.....lb. 9.50 -10.00
Soybean, dom., crude, dms..lb. .06⅝- .06⅞
tanks .....lb. .06 - —
refd., dms.....lb. .08¾ Nom.
tanks .....lb. .07¼- —
Spearmint, USP, cns.....lb. 2.00 - 2.10
Sperm, bleach, 38° dms.....lb. .1030- —
45°, dms.....lb. .0960- —
natural dms .....lb. .0910- —
Spruce, cns., dms .....lb. 1.00 - 1.25
Sweet, birch, North, cns.....lb. 2.25 - 2.65
South, cns. .....lb. 1.45 - 1.80

Oil, tall, crude, dms., c.l., works, tall, crude, dms., c.l., works, ton.35.00 - —
l.c.l., works.....ton.40.00 -55.00
tanks, works .....ton.25.00 - —
refined, dms., c.l., works...lb. .04 - .05½
l.c.l., works .....lb. .04½- .06¼
tanks, works.....lb. .03½- .05
Tallow, acidless, bbls.....lb. .09¼- —
tanks .....lb. .08¾- —
Tansy, cns. .....lb. 6.00 - 6.25
Tar, pine, cm'l, dms., c.l., dlvd., E. cities..gal. .26 - —
E. ports .....gal. .25 - —
l.c.l. .....gal. .26 - —
tanks, dlvd. E. cities....gal. .20 - —
Tar, pine, rectfd., USP, bbls., dlvd., E. ports..gal. .58 - —
Tar acid (see T).
Teaseed, crude, dms.....lb. .13 Nom.
refined, dms.....lb. .14 Nom.
Tea Tree (see Oil, Ti tree).
Thyme, NF, red, dms.....lb. 1.10 Nom.
white, dms. .....lb. 1.15 Nom.
Tung (see Oil, chinawood).
Ti trees, cns.....lb. 2.50 - 3.00
Turkey red (see Oil, castor, sulphonated).
Turpentine (see T).
Turtle, cns.....gal. 7.50 Nom.
Valerian, bots.....lb. 8.00 Nom.
Vetiver, bots.....lb. 6.00 -18.00
Walnut, crude, dms.....lb. .15 Nom.
refd., dms.....lb. .16 Nom.
Whale, refd., natural, dms..lb. .0910- —
winter, bleach, dms.....lb. .0950- —
Wheat germ, cns., dms....gal.17.50 -25.00
White mineral, dom., dms., tech., 50-60 vis., dms.gal. .38 - .44
65-75 vis., dms.....gal. .40 - .46
80-90 vis., dms.....gal. .41 - .47
USP, 80-90 vis., dms....gal. .44½- .50
95-105 vis., dms.....gal. .57 - .58
125-135 vis., dms.....gal. .64½- .65½
140-150 vis., dms.....gal. .67 - .69
175-185 vis., dms.....gal. .72½- .73½
200-210 vis., dms.....gal. .74½- .75½

Oil, Orris—Pennyroyal Leaves

Oil, white, mineral, dom., USP., 320-330 vis., dms.....gal. .78 - .81
335-345 vis., dms.....gal. .81 - .82
Russian, 80-90 vis., dms.gal. .68 Nom.
145-155 vis., dms.....gal. .76½ Nom.
175-185 vis., dms.....gal. .80½ Nom.
335-345 vis., dms.....gal. .89 Nom.
Wintergreen, natural, North, cns..lb. 4.00 - 5.00
South, cns.....lb. 3.05 - 3.75
synth (see Methyl salicylate).
Wood (see Oil, chinawood).
Wormseed, cns.....lb. 3.00 - 3.25
Wormwood, cns.....lb. 5.25 - 5.50
Ylang-ylang, Bourb., bots., cns. lb. 2.50 - 3.00
Manila, bots.....lb.18.00 -24.00
Olivine, aggregate, c.l., mines, ton. 5.00 - 8.00
Lumps same basis.....ton. 7.00 - —
Spalls, same basis.....ton. 5.00 - —
ground, 200 mesh, c.l., mines, ton.15.00 - —
20 mesh to dust.....ton.10.00 - —
Opium, USP, cns.....lb.11.50 -12.50
gran., cns. .....lb.12.50 -13.50
powd., cns .....lb.12.50 -13.50
Orange, Lake, Persian, bbls..lb. .30 - .45
Mineral, Amer., bbls., 5 tons, dlvd. Ala., Ark., Cal., Fla., Ga., La., Miss., Okla., Tex., and W. of Cascade Mts. in Ore. and Wash....lb. .11 - —
Ariz., Idaho, Nev., Utah and E. of Cascade Mts. in Ore. and Wash....lb. .11½- —
Colo., Mont., N.M., Wyo. lb. .11¼- —
Other points.....lb. .10¾- —
smaller lots, dlvd., Ala., etc..lb. .11½- —
Ariz., etc. .....lb. .12 - —
Colo., Mont., N. M., Wyo..lb. .11¾- —
Other points .....lb. .11¼- —
French, Tours, casks, ex dock, lb. .13¼ —
kgs., ex dock.....lb. .14½- —
Molybdate, bbls.....lb. .31 - —
Toner, bbls.....lb. .80 - —
Orangeflower petals, cs.....lb. .65 - .70
Orange peel, bitter, bls.....lb. .09 - .10
sweet, bls.....lb. .17 - .19
Orris root, Florentine, bgs.....lb. .11 - .14
fingers, cs. .....lb. 1.25 - 1.30
powd., bbls., bxs.....lb. 16 .20
Verona, bls.....lb. .11 - .14
powd., bxs., cs.....lb. .16 - .20
Orthoanisidin, bbls. .....lb. .70 - —
Orthochloroanilin, dms.....lb. .60 - .75
Orthochlorophenol, dms. .....lb. .32 - —
Orthocresol, dms., c.l., works.lb. 16½- —
l.c.l., same basis.....lb. .17¼- —
Orthodichlorobenzene, dms., c.l., works, frt. alld. E. of Rockies..lb. .06 - —
l.c.l., same basis.....lb. .07 - —
100-lb. tins, same basis..lb. .08 - —
50-lb. tins, same basis..lb. .09 - —
tanks, same basis.....lb. .06½- —
Orthodichlorobenzene prices west of Rockies 1c. per lb. higher.
Orthonitroanilin, dms. .....lb. .55 - —
Orthonitrochlorobenzene, dms..lb. .15 - .18
Orthonitroparachlorophenol, cns.lb. .75 - —
Orthonitrotoluene, dms.....lb. .09 - —
Orthotoluidin, dms.....lb. .19 - —
Osage orange extract, cryst., bbls., lb. .19 - —
liquid, 42°, bbls.....lb. .08 - —
51°, bbls. .....lb. .09 - —
Oxyquinolin sulphate, cns., 100-lbs., works..lb. 3.50 - —
bots., cns., 1-50 lbs.....lb. 3.65 - 4.00
Orthotoluene hydrochloride,dms.lb. .22 - —
Sulphonate, kgs. .....lb. 2.00 - 2.05

P

Papain, powd., cs.....lb. 1.90 - 2.00
Paprika, Hungarian, extra fancy, bgs..lb. .38 - .39
medium, bgs.....lb. .35 - .36
Portuguese, extra fancy, bgs., lb. .31½- .32
fancy, bgs.....lb. .30½- .31
Spanish, extra fancy, cs.....lb. .40 - .41
Parachlorophenol, dms.....lb. .45 - —
Paracymene, refd., dms.....gal. .75 - 1.35
Paradichlorobenzene, dms., c.l.lb. .11 - .13
l.c.l. .....lb. .12½- .15½
Paraffin, crude, scale, white, 122-124 A.m.p., bgs., c.l., Okla., refy..lb. .06 Nom.
bbls., c.l., N. Y.....lb. .06 Nom.
124-126 A.m.p., bgs., c.l., Okla., refy..lb. .06¼ Nom.
bbls., c.l., N.Y.....lb. .06 Nom.
yellow, 124-126 A.m.p., bbls., c.l., N.Y..lb. .06 Nom.
fully refd., slabs, 123-125 A.m.p., bgs., c.l..lb. .0490- —
loose, c.l.....lb. .0455- —
125-127 A.m.p., bgs., c.l..lb. .0506- —
loose, c.l.....lb. .0470- —
128-130 A.m.p., bgs., or loose, c.l..lb. .0510- —
131-133 A.m.p., bgs. or loose, c.l..lb. .0535- —
133-135 A.m.p., bgs., or loose, c.l..lb. .0565- —
135-137 A.m.p., bgs., or loose, c.l..lb. .0590- —
138-140 A.m.p., bgs., or loose, c.l..lb. .0665- —
143-145 A.m.p., bgs., or loose, c.l..lb. .0760- —
151-153 A.m.p., bgs., or loose, c.l..lb. .70 Nom.
Refined paraffin prices in cases are 1½c. lb. higher than bags price; solid in tankcars ½ .05c. lower.
match, A.m.p. up to and incl. 110-113 bbls., c.l..lb. .03½- .03¾
semirfd., solid., 122-124 A.m.p., bgs..lb .03¼ Nom.
Paraformaldehyde, dms., 1,000 lbs. or more shipments, f.o.b. Perth Amboy, Philadelphia, or N. Y. C..lb. .34 - —
100 to 900 lbs. shipments, same basis..lb. .35 - —
Paraldehyde, tech., 99%, 55 and 100 gal. dms., c.l., works..lb. .10 - —
l.c.l., works .....lb. .11¼- —
5 and 10 gal. dms., works..lb. .15 - —
USP, cs., cbys.....lb. .37 - .43
Paranitroanilin, kgs., works...lb. .47 - —
Paranitrochlorobenzene, kgs...lb. .15 - —
Paranitrophenol, kgs.....lb. .35 - —
Paranitrotoluene, kgs. .....lb. .30 - —
Paraphenylenediamine, bbls....lb. 1.25 - 1.30
Paratoluenesulphonamide, bbls.lb. .70 - —
Paratoluidin, bbls. .....lb. .48 - —
Pareira brava root, bls.....lb. .23 - .24
Paris green, dealer, dms., bbls., c.l., f.o.b. works frt. alld., lb. .23 - .25
less car lot, same basis.lb. .24 - .26
Passion flower, herb, bls.....lb. .07 - .08
Patchouli leaves, bls.....lb. .28 - .30
Pellitory root, bls.....lb. .28 - .29
Pennyroyal leaves, bls.....lb. .15 - .16

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ALL OTHER BRANDS COMBINED
3 TO 1
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OIL OF LEMON
U·S·P·

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FRITZSCHE BROTHERS, INC.
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PRODUCTS DEPARTMENT, ONTARIO, CALIFORNIA

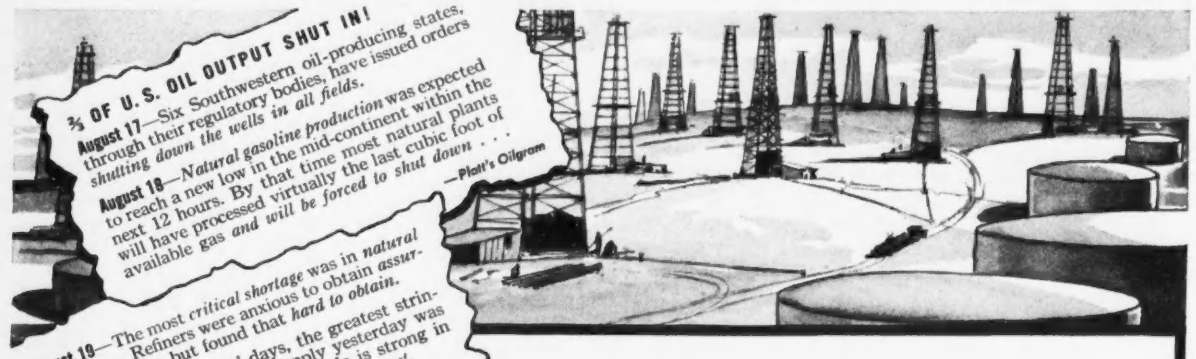
PRODUCING PLANT: EXCHANGE LEMON PRODUCTS CO., CORONA, CALIFORNIA

Pentanes—Petroleum Naphtha

Pentanes norm., 28-38°, dms., c.l., G.3..gal.	.11½-	—
l.c.l., G.3.....gal.	.16 -	—
tanks, G.3 .....gal.	.08½-	—
laboratory grade, dms., c.l., G.3..gal.	.14 -	—
l.c.l., G.3 .....gal.	.25 -	—
Pepper, black, Alleppey, bgs..lb.	.08 -	.09
Lampong, bgs. .....lb.	.0395-	.0415
Tellicherry, bgs.....lb.	.08½	Nom.
Red, chillies, Japan, Hontaka, lb.	.22 -	.23
Mombassa, bgs.....lb.	.38 -	.40
White, Java, Muntok, bgs...lb.	.08½-	.09
Saigon, bgs.....lb.	.07½-	.07¾
Peppermint leaves, dom., bls..lb.	.34 -	.35
import, bls.....lb.	.45 -	.55
Perchlorethylene, dms., c.l., works, frt. alld., zone 1..lb.	.08 -	—
l.c.l., same basis.....lb.	.08½-	—
Zone 2, dms., c.l., works, frt. alld..lb.	.08½-	—
l.c.l., same basis.....lb.	.09 -	—
Zone 3, dms., c.l., works, frt. alld..lb.	.09 -	—
l.c.l., same basis.....lb.	.09½-	—
Perchlorethylene, Zone 4, dms., cl.,, f.o.b. stock points..lb.	.09 -	—
l.c.l., same basis.....lb.	.09½-	—

All prices on perchlorethylene are frt. alld. with the exception of zone 4, in which case the prices indicated are based on f.o.b. L. A., Cal., S. F., Cal., Portland, Ore., and Seattle, Wash. Zone 1 includes the following States:—Conn., Md., N. Y., Va., Ky., Me., N. J., Vt., W. Va., Mo., N. H., Tenn., Ind., Ia., Pa., R. I., Ill., Mich., Minn., Wis., Del., Mass., N. C., O., Omaha, Neb., Kansas City, Kansas Zone 2 includes Ala., Kan., except Kansas City N. D., Ga., Neb., except Omaha, S. D., Miss. Ark., S. C., La., Okla., and Fla. Zone 3 includes Colo., N. M., Wyo., Texas and Eastern Montana. Zone 4 includes Arizona, Western Montana, Idaho, Ore., Nev., Wash., Utah and Cal.

Peru, balsam, dms.....lb.	1.10 -	1.15
Petrolatum, amber, dms., c.l..lb.	.04 -	—
l.c.l. .....lb.	.05 -	—
amber, extra, dms.....lb.	.04¼-	—
l.c.l. .....lb.	.05¼-	—
veterinary, dms., c.l.....lb.	.03⅞-	—
white, cream, dms., c.l.....lb.	.06 -	—
l.c.l. .....lb.	.07½-	—
lily, dms., c.l.....lb.	.07 -	—
l.c.l. .....lb.	.08½-	—
snow, dms., c.l.....lb.	.08 -	—
l.c.l. .....lb.	.09½-	—
Petroleum, crude, bulk, at wells:—		
California:—		
Alamitos Heights.....bbl.	.74 -	.96
Athens .....bbl.	.84 -	1.00
Belridge .....bbl.	.70 -	1.33
Buena Vista Hills.....bbl.	.70 -	1.38
Canal-Gresly .....bbl.	.91 -	1.08
Coalinga .....bbl.	.70 -	.90
Coyote Hills (West)...bbl.	.78 -	1.33
Domingues .....bbl.	.79 -	1.00
East Coyote .....bbl.	.76 -	.91
Elk Hills .....bbl.	.70 -	1.02
Elwood Terrace, f.o.b. ship., bbl.	1.33 -	1.45
El Segundo.....bbl.	.80 -	1.21
Huntington Beach.....bbl.	.78 -	1.33
Inglewood .. ..bbl.	.79 -	1.21
Kern Front.....bbl.	.70 -	—
Kern River.....bbl.	.70 -	—
Kettleman Hills.....bbl.	1.19 -	1.40
La Habra.....bbl.	.76 -	.96
Lakeview .....bbl.	.70 -	1.33
Lost Hills.....bbl.	.70 -	1.13
McKittrick .....bbl.	.70 -	—
Midway-Sunset (except Lakeview)..bbl.	.70 -	1.33
Montebello .....bbl.	.77 -	1.75
Mt. Poso.....bbl.	.70 -	—
Mountain View.....bbl.	.70 -	1.30
Newhall .....bbl.	.70 -	—
Orcutt .....bbl.	.70 -	.90
Olinda Brea.....bbl.	.76 -	1.37
Playa del Rey, f.o.b. pipe-line .....bbl.	.80 -	1.16
Richfield .....bbl.	.76 -	1.02
Rosecrans .....bbl.	.84 -	1.06
Round Mt. .....bbl.	.70 -	—
Santa Fe Springs.....bbl.	.78 -	1.42
Santa Maria.....bbl.	.62 -	.70
Santa Paula .....bbl.	.70 -	1.01
Seal Beach.....bbl.	.79 -	1.18
Signal Hill.....bbl.	.80 -	1.21
Torrence .....bbl.	.80 -	1.66
Wheeler Ridge.....bbl.	.70 -	.88
Whittier .....bbl.	.76 -	.96
Wilmington .....bbl.	.76 -	1.31
Canada:—		
Oil Springs.....bbl.	2.17 -	—
Petrolia .....bbl.	2.10 -	—
Central West:—		
Illinois .....bbl.	.58 -	1.05
Lima .....bbl.	.90 -	—
Western Michigan.....bbl.	.88 -	—
Princeton .....bbl.	1.05 -	—
East Texas.....bbl.	1.10 -	—
Gulf Coast:—		
Barber's Hill.....bbl.	.79 -	1.14
Batson .....bbl.	.74 -	1.04
Dayton .....bbl.	.95 -	1.41
Esperson .....bbl.	.79 -	1.16
Goose Creek .....bbl.	.86 -	1.28
Hull .....bbl.	.74 -	1.04
Humble .....bbl.	.86 -	1.16
Liberty .....bbl.	.79 -	1.16
Markham .....bbl.	.86 -	1.29
Orange .....bbl.	.79 -	1.16
Pettus .....bbl.	1.29 -	—
Pierce Junction.....bbl.	.95 -	1.41
Refugio (incl. Greta, Taft, Saxet)..bbl.	.91 -	1.33
Petroleum, crude, bulk, at wells, Gulf coast, Saratoga...bbl.	.74 -	1.04
Sour Lake.....bbl.	.86 -	1.16
Spindle Top.....bbl.	.74 -	1.04
Sugarland .....bbl.	.86 -	1.28
West Columbia.....bbl.	.79 -	1.28
Kentucky, Tennessee:—		
Big Sandy River.....bbl.	1.02 -	—
Kentucky River .....bbl.	1.02 -	—
Western Kentucky (Owensboro)..bbl.	1.10 -	—
Louisiana, Arkansas:—		
Bull Bayou.....bbl.	.73 -	1.05
Caddo .....bbl.	.98 -	1.00
Cameron Meadows ....bbl.	1.13 -	—
Choctaw .....bbl.	.74 -	1.20
Cotton Valley.....bbl.	.73 -	1.05
Darrow .....bbl.	.74 -	1.20
De Sota.....bbl.	.73 -	1.05
El Dorado.....bbl.	.73 -	1.04
Haynesville .....bbl.	.73 -	1.05
Homer .....bbl.	.73 -	1.05
Iowa .....bbl.	.74 -	1.13
Lockport .....bbl.	.74 -	1.13
Magnolia .....bbl.	.73 -	1.05
Miller County.....bbl.	.73 -	1.05
Pine Island.....bbl.	.73 -	1.04
Rainbow .....bbl.	.73 -	1.03
Rodessa .....bbl.	.73 -	1.05
Smackover .....bbl.	.73 -	—
Tepetate .....bbl.	1.01 -	—
Urania .....bbl.	.89 -	—
Mexico, f.o.b. terminals Mexican port—based on contract:—		
Panuco .....bbl.	No prices	
Tuxpan .....bbl.	No prices	
Midcontinent:—		
North Texas.....bbl.	.51 -	1.10
Oklahoma-Kansas ....bbl.	.58 -	1.10
Pennsylvania, Ohio, West Virginia:—		
Bradford-Allegany ....bbl.	2.40 -	—
Corning .....bbl.	1.17 -	—
Pennsylvania grade, in Buckeye lines..bbl.	1.70 -	—
Eureka lines.....bbl.	1.99 -	—
N. Y. Transit lines. bbl.	2.40 -	—
S. W. Penn. lines..bbl.	2.05 -	—
lower district in National Transit lines..bbl.	2.28 -	2.40
Rocky Mountain:—		
Big Muddy.....bbl.	.95 -	—
Canon City-Florence...bbl.	.90 -	—
Cat Creek.....bbl.	1.10 -	—
Dutton Creek.....bbl.	.86 -	1.10
Elk Basin.....bbl.	.90 -	—
Fort Collins-Wellington, bbl.	.81 -	1.05
Frannie, light .....bbl.	.55 -	—
Grass Creek, light....bbl.	.90 -	—
Iles .....bbl.	.92 -	.96
Lance Creek.....bbl.	.77 -	—
Lander .....bbl.	.51½-	—
Midway .....bbl.	.86 -	1.10
Rock Creek.....bbl.	1.00 -	—
Salt Creek.....bbl.	.86 -	1.10
Sunburst .....bbl.	1.20 -	—
Torchlight .....bbl.	1.20 -	—
South Central and Southwestern Texas:—		
Cass County .....bbl.	.73 -	1.04
Cleveland-Liberty .....bbl.	1.14 -	—
Conroe .....bbl.	1.27 -	—
Darst Creek .....bbl.	.96 -	—
Hardin-Liberty .....bbl.	1.06 -	1.43
Luling .....bbl.	.87 -	—
Lytton Springs.....bbl.	.90 -	—
Mirando, (incl. Duval)..bbl.	.86 -	1.28
Panola County.....bbl.	.73 -	1.03
Salt Flat .....bbl.	.96 -	—
Tomball .....bbl.	.95 -	1.41
Van .....bbl.	.98 -	—
West Beaumont .....bbl.	.86 -	1.28
Texas Panhandle:—		
Carson-Hutchinson counties, bbl.	.67 -	.91
Gray County .....bbl.	.72 -	.96
West Texas:—		
Artesia, N. M.....bbl.	.61 -	.88
Crane .....bbl.	.53 -	.95
Crockett .....bbl	.53 -	.95
Ector .....bbl.	.53 -	.95
Eddy (N. M.) .....bbl.	.77 -	—
Howard .....bbl.	.53 -	.95
Jackson, N. M. .....bbl.	.61 -	.88
Lea, N. M.....bbl.	.53 -	.95
Maljamar, N. M. .....bbl.	.61 -	.88
Mitchell .....bbl.	.63 -	.98
Pecos .....bbl.	.65 -	.87
Upton .....bbl.	.53 -	.95
Winkler .....bbl.	.53 -	.95
Ether, 30-60° dms., c.l., G.3, gal.	.14½-	—
l.c.l., G.3.....gal.	.25½-	—
tanks, G.3.....gal.	.13½-	—
35-60°, dms., l.c.l., G.3....gal.	.30½-	—
40-75°, dms., c.l., G.3....gal.	.14½-	—
l.c.l., G.3.....gal.	.25½-	—
tanks, G.3.....gal.	.13½-	—
laboratory grade, dms., c.l., G.3..gal.	.14½-	—
c.l., G.3.....gal.	.25½-	—
10-gal. lots, G.3.....gal.	.50½-	—
lacquer, diluent, at refinery:—		
California, 100 i.b.p., 200 e.p., tanks, delvd. Los Angeles..gal.	.11 -	—
San Francisco..gal.	.11½-	—
f.o.b. Richmond....gal.	.11 -	—
Willbridge, Ore., Pt. Wells, Wash..gal.	.12 -	—
East Coast, tanks.....gal.	.09½-	.10
Group 3, tanks.....gal.	.07⅝-	.08
Naphtha, cleaners', at refinery:—		
East Coast, tanks.....gal.	.09 -	.10½
Group 3, tanks.....gal.	.06⅝-	.07
tankwagon, Boston, ex tax, gal.	.13½-	—
Bridgeport .....gal.	.13½-	—
Chicago, inc. 4c. tax..gal.	.18 -	—
Decatur, inc. 4c. tax..gal.	.1910-	—
Des Moines, inc. 4c. tax, gal.	.1890-	—
Evansville, inc. ex tax.gal.	.15 -	.16
Milwaukee, inc. 5c. tax, gal.	.2030-	—
Minneapolis-St. Paul, inc. 5c. tax..gal.	.20½-	—
Newark, ex tax.....gal.	.10½-	—
New York, ex tax.....gal	.10½-	—
Omaha, ex tax.....gal.	.1490-	.1590
Oklahoma City, ex tax.gal.	.16½-	—
Philadelphia, ex tax...gal.	.12 -	—
St. Louis, inc. 1c. tax.gal.	.15½-	—
Syracuse, 150 gals.....gal.	.14½-	—
smaller lots, galv. drums, gal.	.19 -	—
milk cans..gal.	.21 -	—
high-solvency, aromatic, No. 1, over 70% arom., tanks, f.o.b. Bayway.....gal.	.16 -	—
2, over 50% arom., same basis..gal.	.17 -	—
3, tanks, f.o.b. Paulsboro, N.J..gal.	.13 -	—
30, same basis.....gal.	.14½-	—
40, same basis.....gal.	.14½-	—
v.m.&p., at refinery:—		
California, 46.5, 254 i.b.p., 330 e.p., tanks, f.o.b. El Segundo..gal.	.11 -	—
Richmond..gal	.11½-	—
Willbridge, Ore., Pt. Wells, Wash..gal.	.12 -	—
54-57, 190 i.b.p., 310 e.p., tanks, dlvd., Los Angeles, gal.	.10 -	—
San Francisco....gal.	.10½-	—
Portland, Seattle.....gal.	.11 -	—


⅓ OF U. S. OIL OUTPUT SHUT IN!
August 17—Six Southwestern oil-producing states, through their regulatory bodies, have issued orders shutting down the wells in all fields.
August 18—Natural gasoline production was expected to reach a new low in the mid-continent within the next 12 hours. By that time most natural plants will have processed virtually the last cubic foot of available gas and will be forced to shut down . . .
—Platt's Oilgram
August 19—The most critical shortage was in natural gasoline . . . Refiners were anxious to obtain assurance of supplies, but found that hard to obtain.
August 23—As for several days, the greatest stringency of petroleum market supply yesterday was in natural gasoline. The 26-70 grade is strong in Oklahoma and Kansas . . . and is hard to get.
—Chicago Journal of Commerce

A National Emergency Proves Skellysolve's Famed

DEPENDABILITY OF SUPPLY!

Two Weeks' Oil-field Shutdown in Six States Creates Critical Shortage of Natural Gasoline . . . Finds Skelly with Ample Reserves to Go on Producing and Supplying Special Solvents for Many Weeks!

SKELLYSOLVE *in the* OIL, PAINT *and* DRUG FIELD

The Skellysolve line includes V. M. & P. naphthas, mineral spirits and lacquer diluents, as well as many other special hydrocarbons for plant and laboratory use. Our technical staff has aided many manufacturers by helping them develop formulas for new or improved products. Investigate Skellysolve today!

WHEN governing bodies in six oil-producing states issued orders shutting down every oil field within their borders for a two weeks' period this summer, the most critical of the resultant shortages was that of *natural gasoline*. Produced mainly from natural gas coming from oil wells, natural gasoline is the raw material from which Skellysolve B, Skellysolve C, and similar special solvents are derived.

Few plants where special solvents are produced maintain sizable storage facilities for natural gasoline. This means that when oil production stops, production of special solvents can continue for only a very short time in those plants. But not so at Skelly! For at our Lyman, Oklahoma, plant we have natural gasoline storage capacity of about 3,000,000 gallons! Throughout the two weeks' August oil-field shutdown, we were able to continue making Skellysolve from our reserves of natural gasoline without fear of shortage. All Skellysolve orders were shipped promptly upon receipt, as they always have been for the past ten years! What is more, we could have gone on making Skellysolve for several weeks longer, had the shutdown continued!

This emergency only partially demonstrated Skelly's exceptional ability to assure you of a certain supply of quality special solvents. It's literally true that *you can always depend on Skelly!*

SKELLY

SKELLYSOLVE

SOLVENTS DIVISION, Skelly Oil Co., 4814 S. Richmond St., Chicago, Ill.
A. Ernest MacGee, *Manager*
WIRE OR WRITE TODAY FOR INFORMATION OR PRICES!

Petroleum, naphtha, v.m.&p., at refinery, East Coast, tanks, gal. .09½- —
Group 3, tanks.....gal. .06⅝- .07
tankwagon, Boston, ex tax, gal. .14½- —
Chicago, inc. 4c. tax..gal. .17 - —
Des Moines, inc. 4c. tax.gal. .1890- —
Decatur, inc., 4c. tax..gal. .1910- —
Evansville, Ind., ex tax, gal. .1520- .1620
Milwaukee, inc. 5c. tax.gal. .2080- —
Minneapolis-St. Paul, inc. 5c. tax..gal. .09 - —
Newark, ex tax.....gal. .11½- —
New York, ex tax.....gal. .10½- —
Omaha, ex tax.....gal. .1490- .1590
Philadelphia, ex tax..gal. .13 - —
St. Louis, inc. 1c. tax.gal. .1570- —
solvent, rubber, at refinery, East Coast, tanks..gal. .09½- —
Group 3 light, 120 i.b.p., 250 e.p., tanks..gal. .06⅞- .07
standard, 180 i.b.p., 288 e.p., tanks..gal. .06⅝- .07
Stoddard (CS 3-38), at refinery:—
East Coast, tanks.....gal. .08¾- .09½
Group 3, tanks.....gal. .06⅝- .06⅞
tankwagon, Boston, ex tax, gal. .14 - —
Chicago, inc. 4c. tax..gal. .1640- —
Decatur, inc. 4c. tax..gal. .1860- —
Des Moines, inc. 4c. tax.gal. .1840- —
Evansville, Ind., ex tax.gal. .14 - .15
Milwaukee, inc. 5c. tax.gal. .1980- —
Minneapolis-St. Paul, inc. 5c. tax..gal. .1820- —
Newark, ex tax.....gal. .09½- —
New Orleans, ex tax...gal. .11 - —
New York, ex tax.....gall .09½- —
Omaha .....gal. .1360- .14½
Philadelphia, ex tax..gal. .13 - —
St. Louis, inc. 1c. tax.gal. .1340- —
Tulsa, ex tax.....gal. .10½- .11⅛

Petroleum, thinners, at refinery:—
tanners, at refinery:—
California, 34, 335 i.b.p., 390 e.p., low sulfin, 6,000 gal. tanks or transport trucks, f.o.b. Los Angeles..gal. .15 - —
Portland, Ore.....gal. .16 - —
Richmond .....gal. .14½ - —
Seattle, Wash ...gal. .16¼ - —
44, 311 i.b.p., 385 e.p., tanks, f.o.b. Point Wells, Wash.; Willbridge, Ore..gal. .10½- —
Richmond .....gal. .10 - —
Southern Calif....gal. .09½- —
200 i.b.p., 300 e.p., tanks, f.o.b. El Segundo..gal. .11 - —
Portland, Ore....gal. .12 - —
Richmond .....gal. .11½- —
Seattle, Wash....gal. .12 - —
East Coast, 43-47, tanks.gal. .08¾- .09½
47-49, tanks.....gal. .10½- —
New Jersey, tanks.....gal. .09 - —
Group 3, tanks.....gal. .05⅞- .06
tankwagon, tax included:—
Albany .....gal. .13½- —
Baltimore (100 gals.)..gal. .14 - —
25-99 gals.....gal. .16 - —
Boston .....gal. .13½- —
Bound Brook, North Am boy, N. J..gal. .13½- —
Bridgeport, Conn.....gal. .11½- —
Buffalo .....gal. .15½- —
Camden, N. J.....gal. .10 - .11⅛
Chicago .....gal. .1670 - —
Decatur .....gal. .1810 - —
Des Moines.....gal. .1790 - —
Evansville, Ind.....gal. .1420 - .1520
Milwaukee .....gal. .1930 - —
Minneapolis-St. Paul...gal. .19½- —

Petroleum, thinners, tankwagons, tax included, Newark...gal. .09½- —
New York (200 gals.)..gal. .09½- —
Omaha .....gal. .1360- .1460
Philadelphia .....gal. .12½- —
Pittsburgh .....gal. .11½- .13½
Providence .....gal. .12 - —
Rochester .....gal. .12½- —
St. Louis.....gal. .1470 - —
Syracuse .....gal. .13 - —
Trenton .....gal. .10½- —
Wilmington, Del.....gal. .12½- —
Phenobarbital, 5-lb. bots.....lb. 3.95 - —
bots. or cns., 100 lbs., spot or contract..lb. 3.60 - —
25-lb. cns.....lb. 3.85 - —
Phenol, USP, dms., c.l., works, frt. equald..lb. .13 - —
l.c.l., same basis.....lb. .13¾- —
under 1,000 lbs.....lb. .14¾- —
tanks, works.....lb. .12 - —
Phenolphthalein, USP, bbls., dms., 2,000-lb. lots..lb. .85 - —
bbls., dms., kegs, 100-250 lbs., lb. .87 - .90
yellow, fib., dms., 2,000-lb. lots..lb. .80 - —
100-lb. fib., dms.....lb. .82 - —
25-lb. dms. .....lb. .87 - —
50-lb. kgs. .....lb. .84 - —
Phenyl chloride, dms.....lb. .17 - —
Phenylacetaldehyde, bots.....lb. 2.10 - 2.50
Dimethylacetate, cns.....lb. 14.50 - 15.00
Phenyl ethyl acetate, cns.....lb. 2.45 - 2.50
Phenylethylphenyl acetate, bots., lb. 7.90 - 15.50
Phenylhydrazine, base, CP, bots., lb. 4.00 - —
Hydrochloride, CP, bots., works..lb. 4.00 - —
commercial, kgs., works..lb. 1.50 - —
pure, bbls., works.....lb. 2.25 - —

"Well, anyway, mamma, it might have been the steering wheel that was causing the trouble."

Maybe you are overlooking an obvious way to make your production run more smoothly. Try

NIAGARA CARBONATE OF POTASH

Smooth results can also be obtained with Niagara Caustic Potash and Niagara Caustic Soda.

NIAGARA ALKALI COMPANY
Niagara
ALKALI COMPANY
60 EAST 42nd STREET, NEW YORK, N. Y.
Affiliated with Electro Bleaching Gas Co., Pioneer Manufacturer of Liquid Chlorine

Pet. Naphtha—Potash Silicate

Phlorogiucinol, CP, tins, works..lb. 20.00 -22.00
tech., tins, works.....lb. 15.00 -16.50
Phosphate rock, Fla., high-grade, hard, 77% basis, 76% min., bulk, mines..long ton. 4.35 - —
Phosphate rock, Fla., land pebble, 68% min., bulk, mines, long ton. 1.90 - —
land pebble, 70% min., bulk, mines..long ton. 2.15 - —
72% min., bulk, mines..... long ton. 2.40 - —
75% basis, 74% min., bulk mines..long ton. 2.90 - —
Tenn., 72% bulk, mines, long ton. 4.50 - —
75% bulk, mines..long ton. 5.50 - —
Phosphorus, red, cs.....lb. .40 - .44
yellow, dms.....lb. .18 - .20
cases .....lb. .25 - .26
Oxychloride, cyls.....lb. .15 - .18
Pentoxide, dms., c.l., works, lb. .11 - .13
l.c.l., dms., wks.....lb. .13 - .14
Sesquisulphide, cs.....lb. .38 - .42
Trichloride, cyls.....lb. .15 - .16
Phthalamide, bbls., works, tons, lb. .35 - —
single bbls., works.....lb. .40 - —
kgs., works.....lb. .45 - .50
Phthalic anhydride, bbls., c.l., works, frt. alld. E. of Miss. R..lb. .14½- —
l.c.l., same basis.....lb. .15½- —
Pichi leaves, bgs.....lb. .30 - .32
Pilocarpine hydrochloride, bots., vis..oz. 4.00 - 4.25
Nitrate, bots., vis.....oz. 3.90 - 4.15
Pimento, bgs.....lb. .11½- .12
Pinkroot, bls.....lb. .36 - .37
Pitch, Burgundy (see B).
Coaltar, 160° m.p., bbls., c.l., works..ton. 19.00 - —
l.c.l. .....ton. 22.00 - —
Hardwood, 1-time, dms., c.l., dlvd. Akron..ton. 23.75 -24.00
Linseed, dms.....lb. .05 - .05¼
Petroleum (see Asphaltum, Mexican, Texas).
Pine, bbls. .....bbl. 6.00 - 6.25
Plaster of paris (see Gypsum).
Pleurisy root, Southern, bls...lb. .12 - .13
Podophyllin, dms., dlvd., E. of Miss..lb. 4.50 - 4.70
Poke root, bls. .....lb. .07 - .07½
Pomegranate bark, bgs.....lb. .52 - .53
Root bark, bgs.....lb. .47 - .48
Poppy flowers, red, bls.....lb. 1.00 - 1.15
Seed, Dutch, bgs.....lb. .20 - .20½
Potash abietate.....lb. .08 - —
Acetate, tech., bbls., dlvd..lb. .26 - —
kgs., dlvd.....lb. .28 - —
USP, bbls., 250 lbs.....lb. .28 - —
kgs., 100 lbs.....lb. .30 - —
cns., 25 lbs.....lb. .33 - —
Arsenite, USP, solut., cbys., 100 lbs..lb. .11 - —
demj., 50 lbs.....lb. .12 - —
Bicarbonate, USP, cryst., bbls., 300 lbs..lb. .15 - —
kgs., 100 lbs.....lb. .17 - —
gran., bbls., 250 lbs.....lb. .15 - —
kgs., 100 lbs.....lb. .17 - —
Bichromate, spot, c.l., works.lb. .08¼- —
6 casks or 10 bbls., or over, works..lb. .09 - —
5 casks or 9 bbls., or less, works..lb. .09¼- —
Bromide, USP, gran., bbls., 500 lbs..lb. .31 - —
fib., dms., 100 lbs.....lb. .32 - —
Carbonate, calc., dms., c.l., works..lb. .06½- —
l.c.l., same basis.....lb. .06¾- —
hydrated, 83-85%, bbls., c.l., works..lb. .05½- —
l.c.l., same basis.....lb. .05¾- —
liquid, dms., c.l., dlvd.....lb. .03 - —
l.c.l., dms.....lb. .03½- —
tanks, dlvd.....lb. .02874- —
USP, gran., bbls., 325 lbs..lb. .13½- —
powd., bbls., 325 lbs.....lb. .19 - —
kgs., 100 lbs.....lb. .21 - —
Caustic, flake, 88-92%, dom., c.l., works..lb. .07 - —
l.c.l. .....lb. .07¼- .07½
import, dms.....lb. No prices
liquid, 45% basis, dms.....lb. .03¼- .06¾
tanks .....lb. .02¾- —
solid, 88-92%, dom., dms., c.l., works..lb. .06¼- —
l.c.l. .....lb. .06½- .06¾
import, dms.....lb. No prices
Chlorate, cryst., kgs.....lb. .09½ Nom.
gran., kgs. .....lb. .12 Nom.
powd., kgs. .....lb. .06½ Nom.
Chloride, tech., 93%, cryst., bgs., kgs..lb. .04 Nom.
Chromate, kgs.....lb. .24 - .27
Citrate, USP, gran., bbls., 250 lbs..lb. .33½- —
kgs., 100 lbs.....lb. .34½- —
cns., 50 lbs.....lb. .35½- —
cns., 25 lbs.....lb. .37½- —
Cyanide, cns., dms.....lb. No prices
Cyanide, gold, 11% gold, bots, works..oz. 14.20 -14.45
Glycerophosphate, 75% sol., dms., 1,000-lb. lots..lb. 1.00 - —
100-lb. lots .....lb. 1.10 - —
50-lb. lots, cbys. or cns. lb. 1.15 - —
25-lb. lots, cns.....lb. 1.25 - —
Guaiacolsulphonate, fib., dms., 100-lb. lots..lb. 1.60 - 1.65
cns., 25 lbs.....lb. 1.75 - —
Hydroxide, USP, sticks, cns., 100 lbs. .30½- .32
Hypophosphite, cns., 100 lbs., lb. .72 - —
25 to 50 lbs.....lb. .75 - —
Iodate, bots., 5 lbs.....lb. 3.31 - 3.35
cns., 25 lbs.....lb. 3.20 - —
Iodide, bbls., 250 lbs.....lb. 1.35 - —
bots., or cns.....lb. 1.44 - 1.70
dms. .....lb. 1.35 - 1.38
Kainit, 20% K_2O, bulk, c.i.f. ports..ton. 14.50 - —
bgs. .....ton. 16.50 - —
Manure salt, dom., run of mine, approx. 30%, K_2O, bulk, c.i.f. ports.....unit-ton. .58½- —
Import, 30%, K_2O, bulk, shipt. ton. 17.55 - —
bgs. .....ton. 19.55 - —
Metabisulphite, kgs.....lb. .18 Nom.
Muriate, dom., all strengths, min., 50% K_2O, bulk, unit-ton. .53½- —
Import, all strengths, min. 80% KCl, basis 50% K_2O, bulk, c.i.f. ports...ton. 26.75 - —
Potash muriate prices in bags are $2 per ton higher than bulk price.
Oxalate, pure, cryst., kgs....lb. .30 - .31
tech., bbls.....lb. .25 - .26
Nitrate, crude, bgs., c.i.f. ports, ton. 55.00 Nom.
Perchlorate, kgs., works.....lb. .09 - .10¼
Permanganate, tech., dms...lb. .18½- .19
Prussiate, red, bbls.....lb. .38 - .45
Yellow, bbls.....lb. .15 - .16
Ricinoleate, tech., bbls.....lb. .13 - —
Silicate alkaline, lump, bgs., lb. .07 - —

Potash Sulphate—Red, Scarlet

Potash, sulphate, NF, cryst., bbls., 400 lbs..lb. .13 - —
kgs., 100 lbs.....lb. .15 - —
powd., bbls., 350 lbs.....lb. .14 - —
kgs., 100 lbs.....lb. .16 - —
tech., 90-95%, min. 90%, bgs., shipt., c.i.f. ports..ton.40.00 - —
Xanthate, dms., c.l.....lb. .13 - —
l.c.l. .....lb. .13½- —
Potash-magnesia sulphate, 48-53%, min. 48%, bgs., shipt., ton.24.75 - —
Potash-titanium oxalate, kgs..lb. .35 - .40
Prickly ash bark, bis.....lb. .19 - .20
Berries, bgs. .....lb. .40 - .45
Prince's pine herb, bls.....lb. .15 - .17
Propane, tanks, Group 3....gal. .03¾- .04
Psyllium seed (see Fleaseed).
Pulsatilla, bls. .....lb. .28 - .30
Pumice stone, Italian, Amer.-grd., 4F, 3F, 2F, 1½F, and coarser, ctns., 3 or over, works..lb. .03½- —
less than 3, works....lb. .04½- —
F and 1, bbls., 3 or over, works..lb. .04 - —
less than 3, works....lb. .04½- —
O, O-½, O-¾, and ½ bbls., less than 3, works....lb. .04½- —
3 or over, works.....lb. .04½- —
Ital.-grd., ogs., c.l., shipt. ex dock, N. Y...ton.39.00 Nom.
l.c.l., 5-20 tons, ex whse., ton.44.00 Nom.
1,000-10,000 lbs., ex whse..ton.46.00 Nom.
2 bgs., to 1,000 lbs., ex whse, ton.48.00 Nom.
single bgs., ex whse.ton.60.00 Nom.
Pumpkin seed, bgs.....lb. .10 - .11
Purple lake (see Red).
Putty, com'l, dms.....100 lbs. 6.00 - —
Linseed oil, raw, dms....100 lbs. 4.50 - —
refined, dms. .....100 lbs. 5.00 - —
standard, dms. .....100 lbs. 3.95 - —
Pyrethrum concentrate, liq. (20 to 1), basis 2.4% pyrethrin (Seil test) 55-gal. dms. (incl.) frt. alld., or divd., on 15 gls., or more, standard brand, odorless..gal. 7.15 - 7.50
basis (80 to 1) 3.6% pyrethrin, 55-gal. dms. (incl.) frt. alld., or divd., on 15 gals., or ors standard brand, odorless .....gal.10.65 -11.00
Pyrethrum, flowers, coarse, grnd. (g.d.p.) Japan, bgs., frt. alld., 15 tons or over..lb. .33 - .36
fine powd. Japan, bbls., ton lots frt. alld..lb. .35 - .37
Pyridin, denaturing, dms....gal. 1.65 - —
refd., 2°, dms.....lb. .50 - —
Pyrites, Spanish, bulk, c.i.f. Atl. ports..unit-ton. .12-13 Nom
Pyrocatechin, CP, cryst., works, fib., dms., tins..lb. 2.15 - 2.40
resublimed, fib. dms., tins..lb. 4.60 - —
Pyrophyllite, standard, 250 mesh, c.l. mines..ton. 9.00 - —
325 mesh, same basis....ton.12.00 - —
No. 3, 200 mesh c.l. mines.ton. 7.50 - —
325 mesh, same basis....ton.10.50 - —
Pyroxylin scrap, amber, cs., works..lb. .12 - —
black, cs., works.....lb. .10 - —
China white, ivory, cs., works, lb. .12 - —
dense white, cs., works..lb. .10 - —
gray, cs., works.....lb. .06 - —
mixed, mottled, opaque, cs., works..lb. .04 - —
shell-dem'l, cs., works.....lb. .12 - —
translucent pastels, cs., works..lb. .10 - —
transparent, cs., works...lb. .20 - —
colors, cs., works.....lb. .12 - —
shavings, amber, cs., works..lb. .16 - —
colors, mixed, cs., works.lb. .10 - —
white, cs., works.....lb. .15 - —

Q

Quassia chips, bls.....lb. .05 - .06
Quebracho extract, liquid, 35% tan, bbls., works..lb. .03¾- —
tanks, works .....lb. .03¼- —
solid, 63%, bgs., c.l., ex dock, plus duty.lb. .04¾- —
clarified, 64%, bgs., c.l., same basis..lb. .04¾- —
Queen of the meadow leaves, bgs..lb. .07 - .08
Root, bgs.....lb. .10 - .11
Quercitron, extract, liquid, 51°, bbls..lb. .07½- .08¼
solid, dms.....lb. .10 - .15½
Quicksilver, dom., flasks, (76 lbs. net, divd., N.Y..flasks.140.00 -142.00
European, flasks, (76 lbs. net) in bond..flasks.108.00 - —
Quince seed, bgs.....lb. .90 - 1.10
Quinidine, cryst., small, cns..oz. .90 - —
large, cns.....oz. .98 - —
powd., precip., cns.....oz. .91 - —
Sulphate, cns.....oz. .67 - —

Subject to surcharge of 4c. per oz.; see note under Quinine.

Quinine, 100 ozs., cns.....oz. .80 - —
Acetate, cns.....oz. 1.02 - —
Arsenate, cns.....oz. .95 - —
Arsenite, cns.....oz. 1.04 - —
Bisulphate, cns.....oz. .58 - —
Citrate, cns.....oz. .75 - —
Dihydrobromide, bots.....oz. .78 - —
Dihydrochloride, bots.....oz. .79 - —
Ethylcarbonate, cns.....oz. .80 - —
Ferrocyanide, cns.....oz. 1.04 - —
Formate, cns.....oz. .97 - —
Glycerophosphate, cns.....oz. 1.17 - —
Hydrochloride, cns.....oz. .72 - —
Hydrochlorosulphate, cns....oz. .79 - —
Hydroiodide, cns.....oz. 1.02 - —
Hypophosphite, cns.....oz. 1.03 - —
Phosphate, cns.....oz. .86 - —
Salicylate, cns.....oz. .76 - —
Sulphate, USP, X, cns.....oz. .57 - —
USP, XI, cns.....oz. .64 - —
Sulphocarbolate, cns.....oz. 1.01 - —
Tannate, cns.....oz. .60 - —
Tartrate, cns.....oz. 1.00 - —
Valerate, cns.....oz. .96 - —

Quinine buyers must pay a surcharge of 4c. per oz. to cover present war risk insurance, ocean freight rates, and additional expenses over the cost of usual business. Changes in these controlling factors will be reflected in the surcharge invoiced

Quinine-urea hydrochloride, cns.oz. .79 - —

Subject to surcharge of 4c. per oz.; see note under Quinine.

R

R, salt, dry, bbls.....lb. .55 - —
paste, dms.....lb. .52 - —
Rapeseed, Belgian, bgs.....lb. .07½- .08
Dutch, black, bgs.....lb. .08 - .08¼
red, bgs. .....lb. .08 - .08¼
Japanese, bgs.....lb. .06¾- .07
Raspberries, dried, bis.....lb. .65 - .70
Red, alizarin lake, bbls., divd. N. of Tenn. and N.C., E. of Miss. R., including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis..lb. 1.10 - 1.90

Red, Alizarin lake prices are ½c. higher divd. Ala., Fla., Ga., Ia., (Shreveport, 1¼c.) Miss., N. C., S. C., Tenn., Tex. (Dallas, Ft. Worth, 1¼c.; El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; ½c. higher divd. Pac. Coast for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago

Cadmium, lithopone, deep shade, bbls., ton lots, works, frt. alld..lb. .90 - —
smaller lots, same basis, lb. .95 - —
kgs., ton lots, same basis, lb. .95 - —
smaller lots, same basis, lb. 1.00 - —
light shade, bbls., ton lots, same basis..lb. .75 - —
smaller lots, same basis, lb. .80 - —
kgs., ton lots, same basis, lb. .80 - —
smaller lots, same basis, lb. .85 - —
light-medium shade, bbls., ton lots, same basis.lb. .80 - —
smaller lots, same basis, lb. .85 - —
kgs., ton lots, same basis, lb. .85 - —
smaller lots, same basis, lb. .90 - —
maroon shades, bbls., ton lots, same basis..lb. 1.00 - —
smaller lots, same basis, lb. 1.05 - —
Red, cadium, lithopone, maroon shades, kgs., ton lots, same basis..lb. 1.05 - —
smaller lots, same basis, lb. 1.10 - —
medium shade, bbls., ton lots, same basis..lb. .85 - —
smaller lots, same basis, lb. .90 - —
kgs., ton lots, same basis, lb. .90 - —
smaller lots, same basis, lb. .95 - —
Selenide, bbls., dark, works, lb. 2.50 - —
light, works.....lb. 2.25 - —
orange, bbls., 100-lb. lots, works..lb. 1.50 - —
Carmine, 40 1-lb. cns., 500 lbs. lb. 5.00 - —
dms., 500-lb. lots.....lb. 4.85 - —
100-lb. lots .....lb. 4.95 - —
Crocus martis (see Red, purple oxide).
Eosin toner, bbls.....lb. 1.50 - 1.60
Indian, pure, bbls., f.o.b. Bethlehem, Easton, E. St. Louis, N. Y...08¾- —
80%-85%, bbls., same basis.lb. .07¼- —
Iron oxide (see Red oxide).
Lake C toner, bbls., same basis alizarin lake, contracts..lb. 1.10 - —
open order .....lb. 1.15 - —
Lithol toner, bbls., same basis, alizarin, lake, contra...lb. .62 - —
open order.....lb. .67 - —
Rose lake, bbls.....lb. .20 - .23
Pink, bbls.....lb. .15 - .20
Lithol-rubine toner, bbls., same basis alizarin lake..lb. 1.35 - —
Red, maroon lake, 25%, kgs., same basis alizarin lake contracts. lb. .40 - —
Oxide (see Red, purple oxide).
Mercury oxide, tech., dom., bbls. lb. 2.41 - —
Metallic, bbls., Pa., works...lb. .62 - —
Orange, Persian (see O).
Oxide, pure, bbls., c.l., works, lb. .08½- —
l.c.l., works .....lb. .09½- —
shell, dom., cs., works.....lb. .12 - —
reduced, 85% copperas oxide, bbls., l.c.l., f.o.b. Bethlehem, Easton, E. St. Louis, New Castle, N. Y.....lb. .08¼- —
80% copperas oxide, bbls., same basis..lb. .07¾- —
Para, toner, concent., kegs, same basis alizarin lake, contracts..lb. .75 - —
open order .....lb. .80 - —
Persian, Gulf, oxide, bbls., l.c.l., f.o.b. Bethlehem, Easton, N.Y.lb. .04½- .04¾
ex whse., Chicago, St. Louis..lb. .05¾- —
San Fran., Los Ang., Portland, Seattle..lb. .05 - —
Phloxin toner (see Red, Eosin toner)
Phosphotungstic rhodamine Y, kgs..lb. 3.90 - —
Purple lake, kgs.....lb. .60 - 1.00
Oxide, bbls., f.o.b. Bethlehem, Easton, E. St. Louis..lb. .08 - —
Toner, kgs.....lb. 1.50 - 2.00
Scarlet ink toner, kgs., same basis alizarin lake..lb. .50 - —
Lake, kgs., same basis alizarin lake..lb. .25 - .30

● On a money value basis, formulators are finding that it pays to use this outstanding color pigment for toy enamels.

Low in cost and oil absorption, No. 5515 produces a brilliant shade of red. It is particularly effective in toy enamel formulations because the gloss of the baking enamel is higher with a pigment of low oil absorption. No. 5515 is non-bleeding in coal tar solvents and in oils and is very soft to grind.

The marked preference of formulators for No. 5515 is a tribute to the quality of Reichhold's colors. Each product is the result of extensive research and experimentation in the field of chemical colors.

Your inquiries are invited concerning the application of RCI colors to individual requirements.

REICHHOLD CHEMICALS, INC.

Chemical Color Division

Factory: BROOKLYN, NEW YORK General Offices: DETROIT, MICH.

Red, Spanish, oxide, bbls., f.o.b. N. Y.	lb.	.03¾- .0390
Toluidine toner, kgs., same basis alizarin lake	lb.	1.20 - —
Tuscan, bbls., f.o.b. N. Y., E. St. Louis	lb.	.11 - .40
Venetian, bbls., works	lb.	.0220- —
10%, bbls., works	lb.	.0245- —
15%, bbls., works	lb.	.0255- —
20%, bbls., works	lb.	.02¾- —
25%, bbls., works	lb.	.03 - —
30%, bbls., works	lb.	.03¼- —
35%, bbls., works	lb.	.0350- —
40%, bbls., works	lb.	.04 - —
Vermilion, Amer., bbls., same basis alizarin lake	lb.	.15 - —
quicksilver, bbls., 5 tons	lb.	No prices
smaller lots	lb.	2.70 - 2.79
Red dyes are listed under Dyes.		
Red precipitate, N. F., powd., fib. dms., 50 lbs. or more	lb.	2.06 - —
Red saunders wood, ground, bbls.,	lb.	.12 - .17
Resorcinol, tech., dms., works	lb.	.75 - .80
USP, cryst., bbls., works	lb.	1.50 - 1.55
Rhatany root, bgs.	lb.	.14 - .15
Rhodinol, bots.	lb.	5.55 -10.90
Rhubarb, root, cs.	lb.	.50 - .51
powd., bbls., kgs.	lb.	.55 - .60
Rochelle salt, cryst., bbls., 5,000 lbs., 1 shipm't.	lb.	.20¾- —
smaller lots	lb.	.21¼- —
powd., bbls., 5,000 lbs., 1 shipt.	lb.	.19¾- —
smaller lots	lb.	.20¾- —
Rose flowers, pals, bls.	lb.	.60 - .75
red, bls.	lb.	3.50 - 3.55
Rosemary, flowers, bls.	lb.	.30 - .45
leaves, bls.	lb.	.07 - .12
Rosin, gum, bbls., ex dock, 280 lbs.		5.25 - —
D, bbls. 280 lbs.		5.45 - —
E, bbls. 280 lbs.		6.60 - —
F, bbls. 280 lbs.		6.60 - —
G, bbls. 280 lbs.		6.80 - —
H, bbls. 280 lbs.		6.80 - —
I, bbls. 280 lbs.		6.85 - —
K, bbls. 280 lbs.		6.85 - —
M, bbls. 280 lbs.		6.85 - —
N, bbls. 280 lbs.		6.90 - —
W. G., bbls. 280 lbs.		7.05 - —
W. W., bbls. 280 lbs.		7.55 - —
X, bbls. 280 lbs.		7.55 - —
Rosin, wood, bbls. 280 lbs.		4.35 - 6.00
Rottenstone, dom., bgs., c.l., f.o.b. mines	ton.	25.50 Nom.
l.c.l., f.o.b. mines	ton.	37.50 Nom.
import, lump, bbls.	lb.	.14 Nom.
powd., bbls.	lb.	.08½- .10
Rue, bls.	lb.	.30 - .35

S

Sabadilla seed, powd., bbls.	lb.	.22 - .23
Saccharin, dms., 100 lbs.	lb.	1.45 - —
cns., 25 lbs.	lb.	1.48 - 1.50
Safflower, bls.	lb.	.45 - .46
Saffron, Mexican, bls.	lb.	.42 - .43
Spanish, tins	lb.	38.00 - 39.00
Sage, Dalmatian, stemless	lb.	.10 - .10½
garden, bls.	lb.	.12 - .12½
Safrol, cns.	lb.	.72 - .77
dms.	lb.	.70 - .75
Sago flour, bgs.	lb.	.04 Nom.
Salicin, bots., 5 lbs.	lb.	7.04 - —
cns., 25 lbs.	lb.	7.00 - —
Salol, gran., bbls., 200 lbs.	lb.	.90 - —
bxs., 25 lbs.	lb.	.93 - —
kgs., 100 lbs.	lb.	.90 - —
powd., fib. dms., 25 lbs.	lb.	1.03 - —
kgs., 100 lbs.	lb.	1.00 - —
Salt, rock, bgs., dlvd., N. Y.	ton.	13.20 -13.80
l.c.l., bgs., dlvd., N. Y.	ton.	15.00 -15.60
vacuum, common, fine, bgs., c.l. dlvd., N. Y.	ton.	15.30 - —
l.c.l., dlvd., N. Y.	ton.	16.60 -19.70
Saltcake, grd., dom., bbls., works,	ton.	19.00 Nom.
bulk, works	ton.	15.00 Nom.
import, bulk, c.i.f.	ton.	15.00 Nom.
Chrome (see Chrome cake).		
Saltpeter, dbl., refined, cryst., lots 20 tons, bbls.	100 lbs.	7.50 - 8.25
1-9 tons	100 lbs.	7.65 - 8.40
less than ton lots	100 lbs.	7.90 - 8.65
gran., bbls., 10-20 tons,	100 lbs.	6.50 - —
1-9 tons	100 lbs.	6.65 - —
less than ton lots	100 lbs.	6.90 - —
powd., bbls., 10-20 tons	100 lbs.	7.50 - —
1-9 tons	100 lbs.	7.65 - —
less than ton lots	100 lbs.	7.90 - —
Santonin, cryst., cns.	kilo.	130.00 -132.00
Saponin crude, cns.	lb.	1.45 - —
purified, bots., 5 lbs.	lb.	1.65 - —
cns., 25 lbs.	lb.	1.50 - —
Sarsaparilla root, Honduras, bls.	lb.	.40 - .41
Mexican, bls.	lb.	.19 - .20
Sassafras, bark, ord., bls.	lb.	.13 - .14
select, bls.	lb.	.18 - .20
Savory, bbls.	lb.	.15 - .16
Saw palmetto berries, bgs.	lb.	.08 - .09
Scammony root, bgs.	lb.	.07 - .09
resin., lump, cns.	lb.	.85 - —
powd., bxs.	lb.	.90 - —
Schaeffer's salt, bgs.	lb.	.46 - —
Seidlitz mixture, bbls., 5,000 lbs., 1 shipm't.	lb.	.16½- —
smaller lots	lb.	.16¾- —
kegs, 5,000 lbs., 1 shipm't.	lb.	.16¾- —
smaller lots	lb.	.17⅛- —
Selenium, pwd., A, 10-lb. tins	lb.	2.00 - —
100-lb. cases	lb.	1.75 - —
Senega root, bls.	lb.	.85 - .86

10,000 gallons, please!
It's Claiborne Duhon's job to fill the great cavity inside that tank car with Mathieson Liquid Caustic Soda. More than that—he sees to it that the car is ready to receive its cargo. Checks it from stem to stern—makes sure the interior is clean and free from defects, that valves and other equipment are all in working order.
This car is one of a large fleet carrying liquid caustic from modern Mathieson plants to consumers throughout the country's principal industrial areas. All three Mathieson producing points—Lake Charles, La., Saltville, Va. and Niagara Falls—supply both 50% and 70% liquid caustic in tank cars; also 76% solid and 76% flake caustic in drums.
Liquid caustic from all three Mathieson plants has long been noted for its purity and uniformity. And Mathieson's up-to-date tank car equipment, lined and insulated, is a vital factor in preserving the high purity of the product until delivered safely into the hands of Mathieson customers.
S.H.P.X. 8755
THE MATHIESON ALKALI WORKS INC.
S.H.P.X.8755

Mathieson Chemicals

THE MATHIESON ALKALI WORKS (INC.)

60 E. 42ND STREET, NEW YORK, N. Y.

SODA ASH . . . CAUSTIC SODA . . . BICARBONATE OF SODA . . . LIQUID CHLORINE . . . BLEACHING POWDER . . HTH PRODUCTS . . . AMMONIA, ANHYDROUS and AQUA . . . FUSED ALKALI PRODUCTS . . . CCH (INDUSTRIAL HYPOCHLORITE) . . . DRY ICE . . . CARBONIC GAS . . . ANALYTICAL SODIUM CHLORITE

Red, Spanish—Soda Ash

Senna leaves, Alexandria, bls.	lb.	No prices
siftings, bls.	lb.	.13 - .15
Tinnevelly, No. 1, bls.	lb.	.13 - .14
2 bls	lb.	.11 - .12
3 bls	lb.	.08½- .09
powd., bbls., bxs.	lb.	.13 - .14
Pods, bls.	lb.	.10 - .13
Serpentaria root, bls.	lb.	.76 - .77
Shellac, bleached, lonedry, 5bbls.,	f.o.b., N. Y.	.23 - .24
dlvd. Boston	lb.	.23½- .24½
Chicago	lb.	.23¾- .24¾
Pacific Coast	lb.	.26 - .27
refd., bbls., f.o.b., N. Y.	lb.	.29 - .30
dlvd. Boston	lb.	.29½- .30½
Chicago	lb.	.29¾- .30¾
Pacific Coast	lb.	.32 - .33
Garnet, bgs.	lb.	.16 Nom.
Orange, D.C., VSO., Diamond I, cases	lb.	.25 Nom.
Superfine, bgs., f.o.b. Bost., N. Y.	lb.	.17 Nom.
dlvd. Chicago	lb.	.17½ Nom.
Pacific Coast	lb.	.20 Nom.
T.N., bgs., f.o.b. Bost., N. Y.,	lb.	.16 Nom.
dlvd., Chicago	lb.	.16½ Nom.
Pacific Coast	lb.	.19 Nom.
Varnish, Metro., area, orange, 5-lb. cut., bbls.	gal.	1.05 - 1.10
4½-lb. cut, bbls.	gal.	1.00 - 1.05
4-lb. cut, bbls.	gal.	.95 - 1.00
white, 5-lb. cut, bbls.	gal.	1.15 - 1.20
4½-lb. cut, bbls.	gal.	1.10 - 1.15
4-lb. cut, bbls.	gal.	1.05 - 1.10
Silica, amorph., dry-grd., 96-97%, 325 mesh, bgs. c.l., works	ton.	17.00 - —
l.c.l., 2½ tons, works	ton.	19.00 - —
smaller lots, works	ton.	20.00 - —
wet-grd., 95-97%, 325 mesh, bgs., c.l., works	ton.	19.00 - —
l.c.l., 2½ tons, works	ton.	21.00 - —
smaller lots, works	ton.	25.00 - —
400 mesh, bgs., c.l., works,	ton.	35.00 - —
l.c.l., 2½ tons, works	ton.	36.50 - —
smaller lots, works	ton.	38.00 - —
96-98%, 325 mesh, bgs., c.l., works	ton.	20.00 - —
l.c.l., 2½ tons, works	ton.	21.50 - —
smaller lots, works	ton.	23.00 - —
99%, 325 mesh bgs., c.l., works	ton.	22.00 - —
bgs., l.c.l., 2½ tons, works,	ton.	25.50 - —
smaller lots	ton.	27.00 - —
hard-quartz, 140 mesh, bgs., c.l., works	ton.	11.00 - —
l.c.l., works	ton.	16.00 - —
Silver bullion	oz.	.34¾- —
Govt., purchase, dom., metal	oz.	.7111- —
Govt. purchase, foreign metal	oz.	.35 - —
cyanide, cns., 2,500 ozs.	oz.	No prices
1,000 ozs.	oz.	No prices
500 ozs.	oz.	No prices
80 to 100 ozs.	oz.	No prices
Nitrate, vis.	oz.	.27 - —
Nucleinate, bots., cns., 480 oz., lots.	oz.	.30 - .31
Proteinate, bots., cns., 480 oz., lots.	oz.	.29 - .30
Simarubra bark, bls.	lb.	.33 - .45
Skatol, bots.	lb.	75.00 -80.00
Skullcap, Eastern, bls.	lb.	.23 - .24
Western, bls.	lb.	.14 - .15
Skunk cabbage root, bls.	lb.	.11 - .12
Slate flour, bgs., c.l., works	ton.	9.00 - —
l.c.l., works	ton.	10.00 -15.00
Sloe berries, bgs.	lb.	.12 - .13
Smalt, black, extra velvet, cnts.,	lb.	.05 - .08
Blue, cts.	lb.	.07 - .08¼
Snakeroot, Canada, bls.	lb.	.24 - .26
Soapbark, bls.	lb.	.22 - .23
crushed, bls., bbls.	lb.	.26 - .27
cut, bls., bbls.	lb.	.40 Nom.
powd., bbls.	lb.	.32 - .33
Soda, acetate, anhyd., dms., dlvd.	lb.	.08¼- .10
flake, gran., powd., 60%, dms., c.l., dlvd.	lb.	.04 - —
l.c.l., dlvd.	lb.	.04½- .05
powd., 90%, dms., c.l., dlvd.,	lb.	.06 - —
l.c.l., dlvd.	lb.	.06¾- —
Alginate, dms., bbls., works,	lb.	.71 - .95
Antimoniate, bbls.	lb.	.15 - .15½
Arsenate, dms., dealers, c.l., works	lb.	.08 - —
l.c.l., dms., works	lb.	.08½- —
Arsenite, dry, gray, dms., c.l., dealers' works	lb.	.07½- .09½
l.c.l., dms., works	lb.	.08 - .10
white, dms., c.l., dealers' works	lb.	.09 - .11
l.c.l., dms., works	lb.	.09½- .11½

Soda arsenite, dry, gray, prices are ¾c. per pound higher in Chicago; 1c. per pound higher in Houston, Tex., and Colorado. White prices are 1c. per pound higher in Tex. and Colo.

Ash, dense, 58%, bgs., c.l., works	100 lbs.	1.10 - —
l.c.l., Zone 1	100 lbs.	2.12 - —
2	100 lbs.	2.26 - —
3	100 lbs.	2.53 - —
4	100 lbs.	2.98 - —
bbls., c.l., works	100 lbs.	1.35 - —
l.c.l., Zone 1	100 lbs.	2.35 - —
2	100 lbs.	2.50 - —
3	100 lbs.	2.75 - —
4	100 lbs.	3.15 - —
sugr. c.l., works	100 lbs.	.95 - —
extra light, 58%, bgs., c.l.,	100 lbs.	1.05 - 1.08
l.c.l., Zone 1	100 lbs.	2.03 - —
2	100 lbs.	2.23 - —
3	100 lbs.	2.48 - —
4	100 lbs.	2.88 - —
bbls., c.l., Zone 1	100 lbs.	1.45 - —
2	100 lbs.	2.60 - —
3	100 lbs.	2.80 - —
4	100 lbs.	3.25 - —
l.c.l., Zone 1	100 lbs.	2.45 - —
bulk, c.l.	100 lbs.	.90 - —
light, 58%, bgs., c.l., works,	100 lbs.	1.05 - 1.08
l.c.l., Zone 1	100 lbs.	2.03 - —
2	100 lbs.	2.23 - —
3	100 lbs.	2.48 - —
4	100 lbs.	2.88 - —
bbls., c.l., works	100 lbs.	1.35 - —
l.c.l., Zone 1	100 lbs.	2.35 - —
2	100 lbs.	2.50 - —
3	100 lbs.	2.75 - —
4	100 lbs.	3.15 - —
bulk, c.l.	100 lbs.	.90 - —

Soda ash l.c.l. prices are per 100 lbs. f.o.b. recognized warehouse points and include delivery in any quantity to customer's sidewalk within recognized local trucking distance of seller's warehouse. The sales zones are:—Zone 1. E. of Miss. R., but including Davenport and St. Louis, to S. bndry. of Va. and Ky., N. E. States (to Me., N. H., Vt.), special local prices apply for shipts. to various counties: Zone 2, Ala., Fla., Ga., Iowa (except Davenport), E. Kan. (incl. Wichita), Minn., Miss., Mo. (except St. Louis), N. C., Omaha, S. C., Tenn.; Zone 3, Ark., Kan. (W. of Wichita), La., Neb. (except Omaha), N. D., Okla., S. D., Tex. (except El Paso); Zone 4, Ariz., Colo., El Paso (Tex.), Idaho, Mont., Nev., N. M., Spokane, Utah, Wyo.; Zone 5, Calif., Ore., Wash. (except Spokane).

Soda Benzoate—Tributylamine

Soda, benzoate, tech., bbls., 4,000 lbs. or more..lb. .30 - —
1,000 to 3,900 lbs.....lb. .40 - —
900 lbs. or less.....lb. .43 - —
USP, bbls., 4,000 or more..lb. .46 - —
1,000 to 3,900 lbs.....lb. .47 - —
900 lbs. or less.....lb. .50 - —
dms., 4,000 lbs., or more..lb. .47 - .48
1,000 to 3,900 lbs.....lb. .48 - .49
900 lbs. or less.....lb. .51 - .52
Bicarbonate, tech., bbls., c.l., works..100 lbs. 1.70 - —
l.c.l. .....100 lbs. 2.05 - —
bgs., c.l.....100 lbs. 1.55 - 1.60
l.c.l. .....100 lbs. 1.90 - 1.95
USP, gran., bbls., c.l., works, 100 lbs. 2.25 - —
powd., bbls., c.l., works, 100 lbs. 1.85 - —
l.c.l., dlvd. N. Y....100 lbs. 2.51 - —
kgs., c.l.....100 lbs. 2.10 - —
l.c.l., dlvd. N Y..100 lbs. 2.76 - —
Bichromate, spot, c.l., works.lb. .06¼- -
l.c.l., 6 cks., or 10 bbls. or over, works..lb. .07 - —
6 cks, or 9 bbls. or less, works..lb. .07¼- —
Bifluoride, bbls.....lb. .11¼ - .13
Bisulphite, powd., bbls., c.l., bbls., wks..100 lbs. 3.30 - 3.55
l.c.l. works.....100 lbs. 3.50 - 3.66
solution, 23 deg., bbls., c.l., works..100 lbs. 1.30 - —
l.c.l., bbls., works..100 lbs. 1.55 - —
66 deg., bbls., c.l., works, 100 lbs. 1.35 - —
l.c.l., bbls., works.100 lbs. 1.60 - -
66 degs., bbls., c.l., works, 100 lbs. 1.40 - —
l.c.l., bbls., works.100 lbs. 1.65 - —
solut., 44 deg., bbls., works, 100 lbs. 1.55 - —
l.c.l., bbls., works.100 lbs. 1.80 - —
Bromide, USP, gran., bbls., 500 lbs..lb. .31 - —
fiber drms., 100 lbs.....lb. .33 - —
Cacodylate, bbls., 5 lbs.....lb. 5.31 - —
jars, 25 lbs.....lb. 5.50 - —
Carbonate (see Soda ash, soda monohydrated, soda sal)
Caustic, flake, 70%, powd., ammon. process, bbls., c.l., works..100 lbs. 2.95 - —
drms., c.l., works..100 lbs. 2.70 - —
l.c.l., Zone 1....100 lbs. 3.55 - 4.95
2 .....100 lbs. 3.70 - 5.00
3 .....100 lbs. 3.95 - 5.30
4 .....100 lbs. 4.35 - 5.70
electro process, drms., c.l., works..100 lbs. 2.70 - —
l.c.l., same zone prices as ammonia process.
liquid, 47-49% buyers' tanks, works..100 lbs. 1.92½- —
seller's tanks, works, 100 lbs. 1.95 - —
76%, buyer's tanks, works, 100 lbs. 1.97½- —
seller's tanks, works, 100 lbs. 2.00 - —
solid, 76%, ammon. process, drms., c.l., works, 100 lbs. 2.80 - —
l.c.l., Zone 1....100 lbs. 3.15 - —
2 .....100 lbs. 3.30 - —
3 .....100 lbs. 3.55 - —
electro process, drms., c.l., works..100 lbs. 2.80 - —
l.c.l., same zone prices as ammon process.
Caustic soda l.c.l. prices are on the same basis as those for soda ash. The sales zones are also the same.
Chlorate, dom., cryst., bgs c.l., works..lb. .06¼- —
l.c.l., works.....lb. .06½- —
powd., bgs., c.l., works..lb. .06½- —
l.c.l., works.....lb. .07 - .08½
Chromate, spot, c.l., works..lb. .08¼- —
l.c.l., 6 cks., 10 bbls. or over, works..lb. .08¾- —
smaller quantities.....lb. .08¾- —
Citrate, U.S.P., VIII, gran. bbls., 225-lb. lots..lb. .18½- —
cns., 50-lb. lots.....lb. .20½- —
25-lb. lots.....lb. .22½- .23¼
kgs., 100-lb. lots.....lb. .19¼- —
USP XI, gran., bbls., 250-lb. lots..lb. .24 - —
boxes, 50-lb. lots.....lb. .26 - —
cns., 25-lb. lots.....lb. .28 - .29
kgs., 100-lb. lots.....lb. .25 - —
powd., bbls., 250-lb. lots..lb. .24½- —
boxes, 50-lb. lots.....lb. .26½- —
cns., 25-lb. lots.....lb. .29½- —
kgs., 100-lbs. lots.....lb. .25½- —
Cyanide, 96-98%, dom., drms..lb. .14 - .15
import, 90%, cs.....lb. .12¾- .13¾
Cyanide, gold, 46% gold, bots., works..oz.15.85 -17.10
Diacetate, 33-35% acidity, bbls., dlvd..lb. .09 - —
Fluoride, white, 90%, bbls., c.l., f.o.b. Phila..lb. .07¼- —
l.c.l., 10 or over, same basis..lb. .07¾- —
5-9, same basis.....lb. .08½- —
1-4, same basis.....lb. .08¾- —
85%, bbls., c.l., same basis, lb. .07½- —
l.c.l., 10 or over, same basis..lb. .08 - —
5-9, same basis.....lb. .08½- —
1-4, same basis.....lb. .08¾- —
Soda fluoride prices at Los Angeles are f.a.s. Phila.
Glycerophosphate, N.F., cryst., bbls., 1,000-lb. lots..lb. 1.10 - —
smaller lots.....lb. 1.25 - —
cns., 25 lbs.....lb. 1.50 - —
powd., bbls., 1,000-lb. lots, lb. 1.15 - —
smaller lots.....lb. 1.30 - —
cns., 25 lbs.....lb. 1.55 - —
Hydrosulphite, dms.....lb. .16 - .17
Hydroxide, USP, sticks, cns., 100-lb. lots..lb. .20¼- .23
Hypophosphite, N.F., cns., 100-lb. lots..lb. .67 - —
Hyposulphite, cryst., large, bgs., c.l., wks., frt. equal'd.100 lbs. 2.25 - —
bbls., same basis..100 lbs. 2.45 - —
l.c.l., bgs., wks., frt. equal'd...100 lbs. 2.50 - —
bbls., same basis...100 lbs. 2.70 - —
pea, bags., c.l., works..100 lbs. 2.60 - —
bbls., works.....100 lbs. 2.80 - —
drms., works.....100 lbs. 3.10 - —
5,000 lbs. and over, bgs., wks..100 lbs. 2.75 - 3.00
bbls., wks.....100 lbs. 2.95 - 3.20
drms., wks.....100 lbs. 3.25 - 3.60
2,500 to 5,000 lbs., bgs., wks..100 lbs. 2.85 - 3.10
bbls., wks.....100 lbs. 3.05 - 3.30
drms., wks.....100 lbs. 3.35 - 3.60
pea, 500 to 2,500 lbs., bgs., works..100 lbs. 3.10 - 3.25
bbls., wks.....100 lbs. 3.30 - 3.55
drms., wks.....100 lbs. 3.60 - 3.80
less than 500 lbs., bgs., wks. 100 lbs. 3.70 - 3.95
bbls., wks.....100 lbs. 3.90 - 4.15
drms., wks.....100 lbs. 4.20 - 4.45
Iodate, jars.....lb. 5.02 - 5.07
Iodide, jars.....lb. 2.30 - —
bots.....lb. 2.41 - 2.67
Mandelate, bots., 5 lbs.....lb. 3.30 - —
fib. drms., 100-lb. lots.....lb. 3.05 - —
smaller lots.....lb. 3.15 - 3.30
Metanilate, kgs .....lb. .41 Nom.
Soda, metasilicate, ground, dms., c.l., works..100 lbs. 3.15 - —
l.c.l., works.....100 lbs. 3.40 - —
cryst., drms., c.l.....100 lbs. 2.90 - —
gran., bbls., c.l., wks..100 lbs. 2.20 - —
Molybdate, kgs., wks.....lb. .60 - —
less kgs.....lb. .65 - —
Monohydrated, bbls.....100 lbs. 2.60 - —
works .....100 lbs. 2.30 - —
Naphthionate, bbls.....lb. .56 - —
Nitrate, crude, c.l., 100-lb. bgs., dlvd., f.o.b. cars producing point or ports, rail or boat shipment, ton.29.00 - —
200-lb. bgs., same basis.ton.28.30 - —
bulk, same basis.....ton.27.00 - —
rfd., gran., bbls., 10 tons, 100 lbs. 2.50 - —
1-9 tons.....100 lbs. 2.60 - —
smaller lots.....100 lbs. 2.90 - —
pwd., bbls., ton lots.100 lbs. 2.65 - —
smaller lots.....100 lbs. 2.90 - —
Nitrite, 96-98%, dom., bbls., c.l., wks., frt. equalized.lb. .06¾- —
c.l., West Coast, f.o.b. ports..lb. .06 - —
l.c.l. .....lb. .06¼- .12¾
Soda nitrite l.c.l price range represents delivery at various points.
Oxalate, neut., bbls.....lb. .09 - —
kgs. .....lb. .10 - .11
Perborate, N.F., bbls., c.l., works..lb. .14¾- —
l.c.l., works.....lb. .15¼- —
Pentachlorphenate, briquets, single, bgs., works..lb. .26 - —
70 lbs., bgs, works.....lb. .19½- —
490 lbs., bgs., works.....lb. .17½- —
powd., 100 lbs., bgs., works.lb. .19 - —
500 lbs., bgs., works.....lb. .17 - —
Phosphate, dibasic, anhyd., bgs., c.l., works..100 lbs. 5.15 - —
l.c.l., works.....100 lbs. 6.10 - —
bbls., c.l., works.....100 lbs. 5.35 - —
l.c.l., works.....100 lbs. 6.30 - —
cryst., tech., bgs., c.l. works...100 lbs. 2.10 - —
...c.l., works.....100 lbs. 2.50 - —
bbls., c.l., works...100 lbs. 2.30 - —
l.c.l., works.....100 lbs. 2.70 - —
monoacid, anhyd., bgs., c.l., works..100 lbs. 7.25 - —
l.c.l., works.....100 lbs. 8.00 - —
bbls., c.l., works..100 lbs. 7.45 - —
c.l. works.....100 lbs. 8.20 - —
tribasic, bgs., c.l., works...lb. 2.25 - —
l.c.l., works.....100 lbs. 2.65 - —
bbls., c.l., works...100 lbs. 2.45 - —
l.c.l., works.....100 lbs. 2.85 - —
kgs., c.l., works...100 lbs. 2.95 - —
l.c.l., works.....100 lbs. 3.35 - —
USP (dibasic), bbls., works, lb. .09 - .11
dried, bbls., dms., works.lb. .11½- .14
Picramate, kgs.....lb. .65 - —
Prussiate, yellow, bbls., 10,000 lbs. or more..lb. .10½- —
contracts .....lb. .09 - —
smaller lots.....lb. 10¾- —
contracts .....lb. .09¾- —
Pyrophosphate, anhy., bgs., c.l., wks., frt. equal'd.100 lbs. 5.10 - —
l.c.l., same basis..100 lbs. 5.35 - 5.60
bbls., c.l., wks., frt. equalized..100 lbs. 5.30 - —
l.c.l., same basis..100 lbs. 5.55 - 5.80
Ricinoleate, tech., bbls.....lb. .12 - —
Sal, bgs., dlvd., N. Y...100 lbs. 1.20 - —
works .....100 lbs. 1.00 - —
bbls., dlvd. N. Y.....100 lbs. 1.30 - —
works .....100 lbs. 1.10 - —
Salicylate, bxs. .....lb. .52 - —
Sesquisilicate, dms., c.l., works, 100 lbs. 3.00 - —
20 dms., and up, dlvd. N.Y.C. 100 lbs. 3.65 - —
5-19 dms .....100 lbs. 4.10 - —
1-4 dms. .....100 lbs. 4.30 - —
Silicate, 40° turbid., dms., c.l., works..100 lbs. .80 - —
l.c.l., 5 or more, works, 100 lbs. 1.05 - —
1-4, works.....100 lbs. 1.20 - —
52°, dms., c.l., works, 100 lbs. 1.40 - —
l.c.l., 5 or more, works, 100 lbs. 1.65 - —
1-4, works.....100 lbs. 1.80 - —
Silicofluoride, dom., bbls.....lb. .04¼ Nom.
import, bbls.....lb. .05½- .06
Stannate, dms.....lb. No prices
Stearate, lump, powd., bbls., works..lb. .19 - .24
Sulphate, anhyd., bgs., bbls., c.l., works..100 lbs. 1.45 - 1.65
5 tons or over, works, 100 lbs. 1.70 - 1.90
less than 5 tons, works, 100 lbs. 1.95 - 2.15
cryst. (see Glauber's salt).
Sulphide, cryst., bbls., c.l., works..100 lbs. 2.25 - —
l.c.l., 5 tons or over, dlvd., 100 lbs. 2.75 - —
less than 5 tons, dlvd., 100 lbs. 3.00 - —
solid, bbls., c.l., works, 100 lbs. 3.00 - —
l.c.l., 5 tons or over, dlvd., 100 lbs. 3.50 - —
less than 5 tons, dlvd., 100 lbs. 3.75 - —
Sulphite, cryst., bgs., 100 lbs., works..lb. 2.10 - 2.35
bbls. .....100 lbs. 2.30 - 2.55
powd., bbls., c.l.....100 lbs. 5.25 - —
l.c.l., 5 or more...100 lbs. 5.50 - —
1-4 .....100 lbs. 6.00 - —
Sulphocarbolate, cs.....lb. .27 - .28
Sulphocyanide, dms., cns....lb. .28 - .47
Sulphoricinoleate, bbls.....lb. .12 - —
Thiosulphate (see hyposulphite).
Tungstate, CP, kgs.....lb. No prices
tech., kgs.....lb. No prices
Solvent, high-flash, dms., works, frt., equald..gal. .31 - —
tanks, same basis.....gal. .26 - —
naphtha, solvent, dms., works, gal. .31 - —
tanks, E. of Omaha, frt., alld., gal. .26 - —
W. Coast, f.o.b., Minnequa, Colo..gal. .26 - —
Sorbitol, com'l, solut., dms., c.l., works..lb. .15½- —
l.c.l. .....lb. .16 - —
Soybean protein, bgs., c.l., works, lb. .14¼- —
l.c.l., works.....lb. .14½- —
Sparteine sulphate, cns.....oz. 1.50 - 1.60
Spearmint leaves, bls.....lb. .20 - .22
Spikenard root, bls.....lb. .26 - .27
Spruce extract, reg., bbls., c.l., works..lb. .01⅝- —
tanks, works .....lb. .01½- —
powd., super, bgs., c.l., works, lb. .04 - —
super, bbls., c.l., works.....lb. .01⅞- —
tanks, works .....lb. .01⅝- —
Squawvine leaves, bls.....lb. .14 - .15
Squill, red, bls.....lb. .20 - .21
white, bls.....lb. .10 - .11
powd., bbls., bxs.....lb. .15 - .16
St. Ignatius beans, bgs.....lb. .49 - .51
St. John's Bread, edible, bls., lb. .12 - .13
inedible, bls.....lb. .08½- .09
Starch, com., pearl, bgs., f.o.b., Chicago..100 lbs. 2.45 - —
dlvd., N. Y.....100 lbs. 2.80 - —
powd., bgs., f.o.b. Chicago, 100 lbs. 2.55 - —
dlvd., N. Y.....100 lbs. 2.90 - —
Potato, dom., bgs.....lb. .06 - .06¾
import, bgs.....lb. .06 Nom.
Starch, rice, bbls.....lb. .07¼ Nom.
Wheat, thick, boil, bgs.....lb. .05¼ Nom.
Starch, iodide, bots.....lb. 1.87 - —
Staveacre seed, bgs.....lb. .25 - .30
Stearin, oleo, bbls.....lb. .08 - .08¼
Stillingia root, bls.....lb. .07½- .08
Stoneroot, bls.....lb. .07½- .08
Storax, cs. .....lb. .70 - .75
Stramonium leaves, bls.....lb. .17 - .18
Seed, bgs.....lb. .20 - .21
Strontium bromide, fib, dms...lb. .57 - .58
kgs., 150 lbs.....lb. .55 - —
Carbonate, N.F., IV, 250-lb. bbls..lb. .30 - —
25-lb. bxs.....lb. .35 - —
100-lb. kgs.....lb. .32 - —
tech., 99-100 pc., precip., bbls., lb. .24 Nom.
Chloride, bbls.....lb. .18 Nom.
Iodide, bots., 5 lbs.....lb. 3.00 - —
jars, 25 lbs. .....lb. 3.06 - —
Nitrate, dom., bbls., c.l., works, lb. .07¾- —
25 bbls. and over.....lb. .08¼- —
1-24 bbls. and over.....lb. .08¾- —
Strophanthus seed, Kombe, bgs.lb. 3.40 - 3.50
Styralyl acetate, bots.....lb. 6.75 - 7.00
Strychnine, cryst., cns., 100-oz. lots..oz. .60 - —
powd., cns., 100-oz. lots..oz. .50 - —
Acetate, 25-oz. cns., 100-oz. lots..oz. .79 - —
Arsenate, 25-oz., cns., 100-oz. lots..oz. .82 - —
Arsenite, 25-oz. cns., 100-oz. lots..oz. .79 - —
Glycerophosphate, 25-oz. cns., 100-oz. lots..oz. .80 - —
Hydrochloride, 25-oz. cns., 100-oz. lots..oz. .79 - —
Hypophosphite, 25-oz. cns., 100-oz. lots..oz. .91 - —
Nitrate, 25-oz. cns., 100-oz. lots..oz. .73 - —
Phosphate, 25-oz. cns., 100-oz. lots..oz. .80 - —
Sulphate, cryst., cns., 100-oz. lots..oz. .50 - —
powd., cns., 100-oz. lots, oz. .40 - —
Sucrose octa-acetate, denat. grade, bbls., l.c.l., works..lb. .45 - —
tech., bbls., l.c.l., works....lb. .40 - —
Sugar coloring, bbls.....gal. .85 - 1.05
Milk, bbls., c.l.....lb. .16 - —
l.c.l., 10 or over.....lb. .17 - —
less than 10.....lb. .18 - —
Sulfanilamide, 5 lbs., bots.....lb. 1.65 - —
fib., dms., 1,000 lbs., 1 delivery, lb. 1.25 - —
100 lbs.....lb. 1.30 - —
Sulphonethylmethane, kgs.....lb. 6.75 - 6.80
Sulphonmethane, kgs.....lb. 5.25 - 5.30
Sulpaur, crude, bulk, f.o.b. cars, mines, contracts....long-ton.16.00 - —
f.o.b. steamers, Gulf ports, contract..long ton.17.50 - —
ex vessels, Atlantic seaboard, contract..long ton.20.50 - —
Puget Sound, Columbia River, and British Columbia ports, bulk, contract..long ton.22.00 - —
flowers, bgs., c.l., works, 100 lbs. 3.00 - —
bbls., works.....100 lbs. 3.25 - —
l.c.l., bgs., works..100 lbs. 3.35 - 3.75
bbls., works.....100 lbs. 3.70 - 4.10
refined, broken, bgs., c.l., works, 100 lbs. 2.15 - —
bbls., works.....100 lbs. 2.30 - —
l.c.l., bgs., works....100 lbs. 2.50 - 2.90
bbls., works.....100 lbs. 2.65 - 3.05
flour, comm'l, bgs., c.l., works, 100 lbs. 1.60 - —
bbls., c.l., works..100 lbs. 1.95 - —
l.c.l., bgs., works...100 lbs. 1.95 - 1.96
bbls., works.....100 lbs. 2.30 - 2.70
extra fine, bgs., c.l., works, 100 lbs. 2.35 - —
bbls., works.....100 lbs. 2.30 - —
l.c.l., bgs., works...100 lbs. 2.20 - 2.60
bbls., works.....100 lbs. 2.55 - 2.95
heavy, bgs., c.l, works.100 lbs. 2.55 - —
bbls., works....100 lbs. 2.90 - —
l.c.l., bgs., works, 100 lbs. 2.90 - 3.30
bbls., works....100 lbs. 3.25 - 3.65
light, bgs., c.l., works— 100 lbs. 2.03 - —
bbls works....100 lbs. 2.00 - —
l.c.l., bgs., works..100 lbs. 3.00 - 3.40
bbls., works.....100 lbs. 3.35 - 3.75
rock, virgin, bbls., c.l., works, 100 lbs. 2.15 - —
l.c.l., bbls., works.100 lbs. 2.50 - 2.90
roll, bgs., c.l.....100 lbs. 2.35 - —
bbls., works....100 lbs. 2.50 - —
l.c.l., bgs., works..100 lbs. 2.70 - 3.10
bbls., works....100 lbs. 2.85 - 3.25
rubber maker's, com'l., 99¼%, c.l. frt., alld..100 lbs. 2.00 - —
bbls., same basis, c.l. 100 lbs. 2.35 - —
refined, 100%, bgs., c.l., frt. alld..100 lbs. 2.35 - —
bbls., same basis.100 lbs. 2.70 - —
Chloride, 55-gal. drms., c.l...lb. .06 - —
l.c.l., drms., works....lb. .04 - —
10-gal. drms., c.l.....lb. .07 - —
l.c.l. .....lb. .09 - —
Dioxide, liq., com'l, cyls., works..lb. .07 - .09
multi-unit cars, works..lb. .04½- .07
Sulphur, dioxide, liq., com'l, tanks, works..lb. .04 - .06
refrigeration, cyls., works.lb. .16 - .40
multi-unit cars, works..lb. .07½- .10
Iodide bots., jars.....lb. 3.90 - 4.05
Precipitated,USP, bbls.....lb. .17 - .22
Sumac, grd., Sicilian, f.a.s...ton.85.00 - —
leaf, bls., f.a.s.....ton.85.00 - —
Extract, 42°, bbls.....lb. .06 - —
51°, bbls.....lb. .07 - —
stainless, bbls.....lb. .07½- .09¼
berries, bgs.....lb. .05½- .06
Sunflower seed, Calif., large, bgs., lb. .06¼- .07
medium, bgs. .....lb. .06 - .06½
poultry, bgs.....lb. .04¼- .04½
Superphosphate, guaranteed, 16%, bulk, f.o.b. cars, boat, Balto. ton. 9.00 - —
run-of-pile, basis 16%, bulk, same basis..ton. 8.50 - —
triple, 40-48%, a.p.a. bulk, f.o.b. Balto..unit-ton. .70 - —

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Talc, dom., Calif., 1, bgs., c.l., mills..ton.20.00 - —
2, bgs., c.l., mills.....ton.17.00 - —
N. Y., fibrous, 98-94%, 325 mesh, bgs., c.l., mills, ton.14.60 -16.00
l.c.l., mills.....ton.16.00 -18.00
96-98%, 325 c.l., mills...ton.15.00 -17.00
l.c.l., mills.....ton.17.00 -19.00
98-99½%, 325 mesh, bgs., c.l., mills..ton.15.25 -17.25
l.c.l., mills .....ton.17.25 -19.25
fibrous, 90.85-99.95%, 325 mesh, bgs., c.l., mills..ton.17.00 -19.00
coarse, off color, bgs., c.l., mills..ton.11.00 -13.00
Ohio, flake type, grd., bgs., c.l., mills..ton.21.00 - —
l.c.l., mills.....ton.24.50 - —
Talc, fibrous, Vermont, bgs., c.l., mills..ton.14.00 - —
l.c.l., ex whse.....ton.25.00 - —
Canad., bgs., c.l., mills....ton.11.50 -13.00
French, high-grade, bgs., l.c.l., ex whse..ton. No price
ordinary, bgs., c.l., ex dock, arrival..ton. No price
l.c.l., ex whse.....ton. No price
Italian, 1, bgs., ex dock, arrival. ton.67.00 Nom.
ex whse.....ton.87.00 Nom.
2, bgs., ex dock, arrival.ton.64.00 Nom.
Tallow, animal, edible.....lb. .06¾ Nom.
extra, loose.....lb. .06 Nom.
special, loose.....lb. .05¾ Nom.
vegetable, ship, cs.....lb. No prices.
sulphonated, 35% (24% fat), dms., c.l..lb. No prices
l.c.l. .....lb. No prices
50% (43% fat), dms., c.l., lb. No prices
l.c.l. .....lb. No prices
50% (48% fat), dms., c.l..lb. No prices
l.c.l. .....lb. No prices
Tamarind, W. I., bbls.....lb. .12 - .13
kegs .....keg. 8.50 - 9.00
Tankage, animal, dom., grd., 9% ammon., 10% b.p.l., bulk..unit-ton. 3.25 & .10
unground feeding, 8-11% ammon., 15-20% b.o.l., bulk..unit-ton. 3.55 & .10
10-11% ammon., 15% b.p.l., bulk, Chicago..unit-ton. 3.25 & .10
high-grade feeding, bulk, Chicago..unit-ton. 3.75 & .10
import, S. Amer., 10-12% ammon., 15% b.p.l., bulk, c.i.f., ports, Oct. shipt., unit-ton. 4.00 & .10
Tansy leaves, bls.....lb. .23 - .24
Tapioca flour, bgs.....lb. .03 - .05
Tar acid oil, 15%, dms., c.l., works..gal. .21 - —
l.c.l., same basis.....gal. .23 - —
25%, dms., c.l., works....gal. .25 - —
l.c.l., same basis.....gal. .27 - —
Tar, pine, retort, dms., c.l., dlvd. E. cities..gal. .28 - —
ports .....gal. .27 - —
l.c.l. .....gal. .28 - —
tanks, dlvd. E. cities....gal. .22 - —
Tarragon herb, bgs.....lb. .60 - .65
Tartar emetic, tech., fine gran., bbls., 5 or more..lb. .34¾ Nom.
less than 5.....lb. .35 Nom.
powd., bbls., 5 or more..lb. .34¾ Nom.
less than 5.....lb. .35 Nom.
USP, powd., bbls.....lb. .40 Nom.
Terebene, cans.....lb. .70 - .75
Terpinyl acetate, cns.....lb. .77 - .80
Terpin hydrate, kgs.....lb. .60 - .65
Terpineol, CP, cns.....lb. .28 - —
dms. .....lb. .25 - —
Terpineol, alpha, denat. grade, dms., c.l., wks., net wgt..lb. .17 - —
Terra alba (see Gypsum).
Tetrachloroethane, dms., wks..lb. .08 - .08½
Tetrachloroethylene, CP, dms..lb. .21½- — tech. (see Perchloroethylene).
Tetralin, dms.....lb. .12 - —
Tetrasodium pyrophosphate (see soda pyrophosphate).
Thallium sulphate, 99% pure, bots., works..lb. 5.00 - 7.00
Theobromine, cns.....lb. 2.10 Nom.
Sodiosalicylate, cns.....lb. 1.85 - —
dms. .....lb. 1.70 - —
5-lb. bots.....lb. 2.01 - —
Thiocarbanilide, dms.....lb. .24 - —
Thorium, nitrate, cs., works..lb. 2.00 - —
Thyme, French, bls.....lb. .20 - .22
Thymol, dms., 100 lbs.....lb. 1.50 - —
cns., 25 lbs.....lb. 1.55 - 1.60
Iodide, kgs., 50 lbs.....lb. 3.25 - 3.30
25 lbs.....lb. 3.35 - 3.40
Timbo root, powd., 4% rotenone, bbls..lb. .18 - .24
5% rotenone, bbls.....lb. .22 - .30
Tin chloride (ous), anhyd.....lb. No prices
Crystals, bbls., kgs.....lb. No prices
Metals, Straits.....lb. .49 Nom.
Oxide, bbls. .....lb. No prices
Tetrachloride, anhyd., bbls...lb. .25 - —
Titanium, dioxide, bgs., c.l. (20 tons), frt. pd..lb. .13 - —
l.c.l., 5 tons, E. frt. pd. lb. .13¼- —
Pac. Cst., ex whse..lb. .13¼- —
1,000-9,999 lbs., E. frt. pd. lb. .13¼ - —
Pac. Cst., ex whse..lb. .13¼- —
50-999 lbs., E. frt. pd. lb. .13¾- —
Pac. Cst., ex whse..lb. .13¾- —
under 50 lbs., E. frt. pd..lb. .16 - —
Pac. Cst., ex whse..lb. .16 - —
bbls., c.l. (20 tons), frt. pd lb. .13¼- —
l.c.l., 5 tons, E. frt. pd. lb. .13½- —
Pac. Cst., ex whse....lb. .13½- —
1,000-9,999 lbs., E. frt. pd. lb. .13¾- —
Pac. Cst., ex whse...lb. .13¾- —
50-999 lbs., E. frt. pd...lb. .14 - —
Pac. Cst., ex whse....lb. .14 - —
chalk-resistant, bgs., c.l., (20 tons), frt. pd..lb. .16 - —
l.c.l., 5 tons, frt. pd....lb. .16½- —
1,000-9,999 lbs., frt. pd.lb. .16½- —
50-999 lbs., frt. pd....lb. .16¾- —
Under 50 lbs., frt. pd...lb. .19 - —
bbls., c.l. (20 tons), frt. pd. lb. .16¼- —
l.c.l., 5 tons, E. frt. pd...lb. .16½- —
Pac. Cst., ex whse...lb. .16½- —
1,000-9,999 lbs., E. frt. pd...lb. .16¾- —
Pac. Cst., ex whse..lb. .16¾- —
50-999 lbs., E. frt. pd. lb. .17 - —
Pac. Cst., ex whse..lb. .17 - —
barium, calcium, or magnesium base, c.l., D. frt. alld., lb. .05¼- —
l.c.l., dlvd.....lb. .05½- —
Pac. Cst., ex whse..lb. .05½- —
under 50 lbs., E. dlvd.lb. .06¼- —
bbls., c.l., D., frt. alld..lb. .05½- —
l.c.l., E., dlvd.....lb. .05¾- —
Pac. Cst., ex whse....lb. .05¾- —
under 50 lbs., E. dlvd.lb. .06¼- —
Tolidin base, distilled, kgs....lb. .86 - —
Tolu, balsam, cns.....lb. .50 - .52
Toluidin, mixed, dms.....lb. .26 - —
Toluol (toluene), pure, dms., works..gal. .27 - —
tanks, E. of Omaha, frt. alld. gal. .22 - —
W. Coast, f.o.b. Minnequa, Colo..gal. .22 - —
Nitration, dms., wks.....gal. .28½- — tanks, E. of Omaha, frt. alld. gal. .23½- —
Tonga vine, ..F, bls.....lb. .55 - .60
root, bls.....lb. .57 - .62
Tonka beans, Angostura, cks..lb. 2.40 - 2.50
Brazilian, Surinam, cs.....lb. 1.00 - 1.10
Triacetin, dms. .....lb. .26 - —
Triamyl borate, dms., l.c.l., works..lb. .27 - —
Triamylamine, dms., c.l., works, lb. .77 - —
l.c.l., works .....lb. .78 - .80
tanks .....lb. .75 - —
Tributylamine, dms., c.l., works, lb. .67 - —
l.c.l. .....lb. .68 - .70
tanks .....lb. .65 - —

Tributyl citrate, dms., l.c.l., dlvd..lb. .35 - —
Phosphate, dms., l.c.l., dlvd., lb. .42 - —
cns., works .....lb. .46 - .48
Trichlorethylene, dms., c.l., works, frt. alld., Zone 1..lb. .08 - —
l.c.l., same basis.....lb. .08½- —
Zone 2, dms., c.l., works, frt. alld..lb. .08½- —
l.c.l., same basis.....lb. .09 - —
Zone 3, dms., c.l., works, frt. alld..lb. .09 - —
l.c.l., same basis.....lb. .09½- —
Zone 4, dms., c.l., f.o.b. stock points..lb. .09 - —
l.c.l., same basis.....lb. .09½- —

All prices on trichlorethylene are ft. alld. with the exception of Zone 4 in which case the prices indicated are based on f.o.b. L. A., Cal., S. F., Cal., Portland, Ore., and Seattle, Wash. Zone 1, includes the following states:—Conn., Md., N. Y., Va., Ky., Me., N. J., Vt., W. Va., Mo., Tenn., Ind., Ia., Pa., R. I., Mich., Minn., Wis., Del., Mass., N. C., O., Omaha, Neb., Kansas City, Kansas. Zone 2, includes Ala., Kan., except Kansas City, N. D., Ga., Neb., except Omaha, S. D., Miss., Ark., S. C., La., Okla. and Fla. Zone 3, includes Colo., N. M., Wyo., Texas and Eastern Montana. Zone 4, includes Arizona, Western Montana, Idaho, Ore., Nev., Wash., Utah and Cal

Tricresyl phosphate, CP, cns., dlvd..lb. .40½- .51½
dms., c.l., dlvd.....lb. .34½- —
500 lbs., dlvd.....lb. .37½- —
tech., dms., c.l.....lb. .22 - —
500 lbs., dms.....lb. .22½- —
less than 500 lbs.....lb. .25½- .36¼
Triethanolamine, dms., c.l., works, lb. .19 - —
l.c.l., works.....lb. .20 - —
tanks, works.....lb. .18 - —
Triethylamine, dms., l.c.l., works, lb.. 1.05 - —
Triethyl phosphate, dms., dlvd., lb. .45 - —
Triethyleneglycol, dms., l.c.l., works..lb. .26 - —
Trimethyl phosphate, cns.....lb. .54 - .56
dms., dlvd.....lb. .50 - —
Trimethylamine, dms., c.l., dlvd., lb. 1.00 - —
l.c.l., dlvd. .....lb. 1.05 - —
Triphenyl phosphate, dms.....lb. .38 - —
Tripoli, air-floated, bgs., c.l., works..ton.26.00 - —
double grd., bgs., c.l., works, ton.16.00 - —
once-grd., bgs., c.l., works..ton.14.50 - —
Trisodium phosphate (see Soda phosphate, tribasic).
Tungsten metal, powd., 99%, dms., works..lb. No prices
Oxide, CP, kgs.....lb. No prices
Chem. grade, kgs.....lb. No prices
Turmeric root, Alleppey, bgs..lb. .09½ Nom.
Madras, bgs.....lb. .11 Nom.
Turpentine, spirits, gum, bbls., c.l., ex dock..gal. .31 - —
l.c.l., 10 ex dock.....gal. .33 - —
5 ex dock.....gal. .35 - —
wood dest., dist., dms., dlvd. E. cities, ports..gal. .25 - .27
tanks, dlvd. E. cities....gal. .21 - —
steam-dist., dms., c.l., dlvd.gal. .29 - —
l.c.l., dlvd.....gal. .32 - —
tanks, dlvd.....gal. .24 - —

U

Unicorn root, false (see Helonias root).
True (see Aletris root).
Uranium oxide, black, kgs....lb. 2.65 - —
yellow, kgs.....lb. 1.75 - —
Urea, dom., 46 + % N. bgs., 5 tons, f.o.b. Atl. ports or Belle, W. Va..ton.95.00 - —
smaller lots, f.o.b. Belle, W. Va..ton.95.00 - —
f.o.b. N. Y.....ton.101.00 - —
import, 46% N., bgs., 5 tons, f.o.b. Atl., Gulf ports or Belle, W. Va., shipt..ton.95.00 - —
smaller lots, f.o.b. N. Y. from whse..ton.101.00 - —
pure, cs. .....lb. .14¼- .15¼
Urea-ammonia liquor, nitrogen basis, tanks, f.o.b. Belle, W. Va., or Atl., Gulf ports, ton.121.58 - —
Urea nitrogen, dom., 42% N_2, bulk, Nov. shipt., f.o.b. Belle, W. Va..ton.56.40 - —
imported, 40% N_2, bgs., Nov. shipt..ton.55.25 - —
30% N_2, bgs., Nov. shipt. ton.41.85 - —
Uva ursi leaves, bls.....lb. .11 - .12

V

Valerian root, bls.....lb. .30 - .32
Valonia, beards, bgs., f.a.s..ton.54.00 Nom.
Cups, bgs., shipt., f.a.s...ton. 33.00 -37.00
extract, powdered, 63%.....ton. .0565 Nom.
Vanilla beans, Bourbon, tins..lb. 6.00 - 6.75
Mexican, tins.....lb. 6.50 - 7.50
cuts, tins.....lb. 6.00 - 6.25
South American, tins.....lb. 6.00 - 6.25
oleoresin, bots.....lb.18.00 -19.00
Vanillin, ex eugenol, 25-lb. tins, lb. 2.60 - —
5-lb. tins.....lb. 2.65 - —
1-lb. tins.....lb. 2.75 - —
ex guaiacol, 25-lb. tins.....lb. 2.50 - —
5-lb. tins.....lb. 2.55 - —
1-lb. tins.....lb. 2.65 - —
ex lignin, 25-lb. tins.....lb. 2.50 - —
5-lb. tins.....lb. 2.55 - —
1-lb. tins.....lb. 2.65 - —
Venice turpentine, true, cs....lb. .70 - .75
Verdigris, bbls., kgs.....lb. .22 - .23
Vinyl acetate, cns., works....lb. .25 - —
dms., c.l., 30,000 lbs., gross works..lb. .14 - —
l.c.l., works.....lb. .15 - —
5 gals., dms., works.....lb. .25 - —
Violet, methyl, toner (see M).
V.M.P. naphtha (see petroleum naphtha, v.m.p.).

W

Wahoo bark, bls.....lb. .45 - .46
tree .....lb. .19 - .22
Wattle bark, bgs., f.a.s.....ton.35.00 -40.00
Extract, solid, bgs.....lb. .04¼- —
Wax, bayberry, import, bgs...lb. .38 - .40
Bees, white, bleach, slabs, cs., 5 case lots..lb. .38 - —
1 cs., lots.....lb. .38½- —
cakes, 5 cs., lots.....lb. .39 - —
1 cs., lots.....lb. .39½- —
discs, 5 cs., lots.....lb. .40 - —
1 cs., lots.....lb. .40½- —
yellow, crude, Africa, 10-bg. lots..lb. .29½- .30
1 bg.....lb. .30 - .30½
Wax, bees, yellow, crude, Brazil, bgs., 5-10-ton lots..lb. .33 Nom.
1 ton.....lb. .33½ Nom.
500 lbs.....lb. .34 Nom.
100 lbs.....lb. .34½ Nom.
refd., slabs, cs., lbs.....lb. .31 - .36
Candelilla, bgs., 1 ton.....lb. .18 - .19
jobbing lots.....lb. .18½- .19½
Carnauba, No. 3 chalky, bgs., bgs., 1 ton..lb. .43 Nom.
5 bgs.....lb. .43½ Nom.
1 bg.....lb. .44 Nom.
N. C., 2, bgs.....lb. No prices
N. C., 3, bgs., 1 ton.....lb. .44 Nom.
5 bgs.....lb. .44½ Nom.
1 bg.....lb. .45 Nom.
refined, bgs.....lb. .50 - .52
yellow, No. 1 bgs., 1 ton..lb. No prices
5 bgs.....lb. No prices
1 bg.....lb. .85 - .86
No. 2, bgs.....lb. No prices
Ceresin, dom., 138°-140°, m.p., bgs., 1 ton..lb. .09 - —
jobbing lots.....lb. .10 - —
150°-160° m.p., bgs., 1 ton..lb. .10½- —
jobbing lots.....lb. .11½- —
160° m.p., bgs., 1 ton.....lb. .11½- —
jobbing lots.....lb. .12½- —
Japan, cs.....lb. .17½- .18
Montan, bgs., c.l.....lb. No prices
5 tons.....lb. No prices
less than 1 ton.....lb. No prices
Ozokerite, hard, green, congeal, p. 66°-68° C., bgs..lb. No prices
70°-72° C., bgs.....lb. No prices
74°-76° C., bgs.....lb. No prices
snow-white, pure 76°-78° C., bgs..lb. No prices
yellow, natural, 76°-78° C., bgs..lb. No prices
Paraffin (see P.).
Spermaceti, blocks, cs.....lb. .24 - .25
cakes, cs.....lb. .25 - .26
White lead (see Lead, white).
White pine bark, rossed, bls...lb. .07 - .08
White precipitate, powd., 5-lb. bots..lb. 2.59 - —
dms., 50 lbs. or more....lb. 2.46 - —
Whiting, chalk, com'l., dry-grd., bip. bgs., c.l., works..ton.12.00 - —
l.c.l., works.....ton.14.00 - —
bbls., c.l., works.....ton.15.00 -16.50
l.c.l., works.....ton.17.00 - —
pap. bgs., c.l., works..ton.11.20 -13.50
l.c.l., works.....ton.13.20 -14.50
wet-grnd., bip., bgs., c.l., works..ton.14.50 -15.00
l.c.l., works.....ton.15.00 -19.00
bbls., c.l., works.....ton.17.00 -18.00
gilder's bolted, bip., bgs., c.l., works..ton.15.00 - —
l.c.l., works.....ton.16.00 - —
bbls., c.l., works.....ton.18.00 -19.50
l.c.l., works.....ton.19.00 -20.00
pap. bgs., c.l., works..ton.14.60 -15.50
l.c.l., works.....ton.15.60 -16.50
extra bolted, bip., bgs., c.l., works..ton.15.00 - —
l.c.l., works.....ton.16.00 - —
bbls., c.l., works.....ton.18.00 -22.50
l.c.l., works.....ton.19.00 -22.00
pap. bgs., c.l., works..ton.14.60 -17.50
l.c.l., works.....ton.15.60 -18.50
Paris, white, bip., bgs., c.l., works..ton.15.00 - —
l.c.l., works.....ton.16.00 - —
bbls., c.l., works.....ton.18.00 -24.00
l.c.l., works.....ton.19.00 -25.00
pap. bgs., c.l., works..ton.14.60 -20.00
l.c.l., works.....ton.15.00 -21.50
Limestone, air floated, 99.75%, 250 mesh, paper bgs., c.l.,ton. 9.65 - —
200 mesh, paper bgs., c.l., same basis..ton. 8.60 - —
90%, 200 mesh, paper bgs., c.l., same basis.....ton. 6.25 - —
gilders, bgs. (extra), c.l., works..ton.11.50 - —
l.c.l., 8-20 tons, works..ton.12.50 - —
4-8 tons, works.....ton.13.50 - —
2-4 tons, works.....ton.14.50 - —
extra bgs. (extra), c.l., works. ton.12.50 - —
extra, bgs., l.c.l., 8-20 tons, works..ton.13.50 - —
4-8 tons, works.....ton.14.50 - —
2-4 tons, works.....ton.15.50 - —
putty grade, bgs. (extra), c.l., works..ton.11.00 - —
l.c.l., 8-20 tons, works..ton.12.00 - —
4-8 tons, works.....ton.13.00 - —
2-4 tons, works.....ton.14.00 - —
water-floated, bgs. (extra), c.l., works..ton.11.50 - —
l.c.l., 8-20 ton, works..ton.12.50 - —
4-8 tons, works.....ton.13.50 - —
2-4 tons, works.....ton.14.50 - —
precipitated, bgs., c.l., works. ton.15.00 - —
l.c.l., 5 tons, works.....ton.20.00 - —
smaller lots, works....ton.25.00 - —
Wild cherry bark, thick, natural, bls..lb. .07 - .08
rossed, bls.....lb. .05 - .06
thin, natural, bls.....lb. .09 - .10
rossed, green, bls.....lb. .07 - .08
Wild Indigo root, bgs.....lb. .13 - .14
Witch-hazel extract, dist., NF bbls..gal. .40 - .45
Leaves, bls.....lb. .07 - .08
Witherite (see Barium carbonate, natural).
Woodflour, dom., fine, bgs., extra, c.l., works..ton.25.00 - —
standard, bgs., c.l., works, ton.20.00 - —
import, 70 mesh, bgs., ex dock, ton.23.00 Nom.
80 mesh, bgs., ex dock....ton.25.50 Nom.
100 mesh, bgs., ex dock...ton.28.50 Nom.
120 mesh, bgs., ex dock...ton.31.00 Nom.
Wormseed, American, bgs.....lb. .09 - .10
Levant, bgs.....lb. 5.00 - 6.00
Wormwood, bls.....lb. .15 - .16

X

Xylol (xylene), indus., dms., works..gal. .31 - —
tanks, E. of Omaha, frt. alld., gal. .26 - —
dms., W. Coast, f.o.b. Minnequa, Colo..gal. .35 - —
nitration, dms., works.....gal. .42 - —
tanks, E. of Omaha, frt. alld., gal. .23 - —
W. Coast, f.o.b. Minnequa, Colo..gal. .32 - —
5°, dms., works.....gal. .37 - —
tanks, E. of Omaha, frt., alld., gal. .32 - —
10°, dms., works.....gal. .34 - —
tanks, E. of Omaha, frt. alld., gal. .29 - —
Xylidin, mixed, dms.....lb. .35 - .38

Y

Yara yara, cryst., cns.....lb. 1.25 - 1.55
Yellow, cadmium, CP, import., bxs..lb. 1.35 - 1.70
lithopone, all shades, bbls., 1 ton, works, frt. alld..lb. .50 - —
smaller lots, same basis..lb. .55 - —
Yellow, cadmium, lithopone, all shades, kgs., ton lots, same basis..lb. .55 - —
smaller lots, same basis, lb. .60 - —
Sulphide, orange, bbls., works, lb. .75 - —
Chrome, CP, bbls., dlvd., N. of Tenn. and N. C., E. of Miss. R., including Davenport, Minneapolis, Rock Island, St. Louis, St. Paul, contracts....lb. .14½- —
open order.....lb. .15½- —
Chrome yellow CP prices are ½c. higher dlvd. Ala., Fla., Ga., La. (Shreveport, 1¼c.), Miss., N. C., S. C., Tenn., Tex., (Dallas, Ft. Worth, 1¼c.; El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; ½c. higher dlvd. Pac. coast, for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.
Dutch, pink, bbls.....lb. .09 - .11
Hansa, bbls., same basis, chrome..lb. 1.37 - —
primrose shade, bbls., same basis, chrome..lb. 1.75 - —
Mercury oxide (see M).
Ocher, Amer., golden, A, bbls., works..lb. .06¼- —
B, bbls., works.....lb. .04½- —
C, bbls., works.....lb. .03½- —
yellow, A, bbls., works...lb. .02¾- —
B, bbls., works.....lb. .02½- —
C, bbls., works.....lb. .02 - —
D, bbls., works.....lb. .0195- —
E, bbls., works.....lb. .01775- —
F, bbls., works.....lb. .01½- —
G, bbls., works.....lb. .01½- —
H, bbls., works.....lb. .01⅜- —
French, all shades, cks., c.l., ex dock Balto Boston, N. Orleans, for import, lb. .02475- —
New York (f.o.b.)..lb. .02⅝- —
Philadelphia for import..lb. .02¾- —
ex dock, San Pedro, San Francisco..lb. .0290- —
l.c.l., ex dock, Balto, Boston, N. Orleans..lb. .02575- —
New York.....lb. .02½- —
ex dock, Phila., for import..lb. .02¾- —
Portland, Seattle...lb. .03½- —
San Pedro, S. Francisco..lb. .03 - —
ex whse., Balto., Boston, N. Orleans..lb. .02725- —
Chicago, E. St. Louis, Indianapolis, Kansas City, Milwaukee, St. Louis .....lb. .03⅝- —
New York.....lb. .02¾- —
l.c.l., ex whse., Pittsburgh, lb. .03¼- —
Portland, Seattle.....lb. .03⅜- —
San Pedro, S. Francisco..lb. .03¼- —
f.o.b. N. Y., from dock, lb. .02⅜- —
from whse.....lb. .02⅞- —
Oxide, nat., bbls., c.l., f.o.b. Bethlehem, Easton, N.Y.lb. .04½- —
l.c.l., same basis.....lb. .04¾- —
synth., bbls., c.l., works....lb. .06½- —
l.c.l., same basis.....lb. .04¾- —
Persian orange (see O.).
Zinc, bbls., same basis, chrome CP, contracts..lb. .18 - —
open order.....lb. .19 - —
Yellow dock root, dom., bls....lb. .17 - .18
Yellow root (xanthoriza), bls..lb. .11 - .12
Yerba santa leaves, bls.....lb. .11 - .13
Yohimbine hydrochloride, via..oz. 4.00 - 4.25

Z

Zein, bgs., 1,000 lbs. or more, works..lb. .20 - —
less than 1,000 lbs., works..lb. .25 - —
Zinc acetate, tech., bbls., works, lb. .15 - .16
USP, bbls., 250 lbs.....lb. .27 - —
kgs., 100 lbs.....lb. .29 - —
Arsenite, bgs., c.l., dealers, E. of Rockies..lb. .12 - —
l.c.l., bags .....lb. .12½- —
Zinc arsenite prices are on a frt. alld. basis to dest. in lots of 95 lbs. or over.
Carbonate, tech., bbls.....lb. .14 - .16
USP, precip., powd., bbls...lb. .31 - —
dms.....lb. .36 - —
kgs.....lb. .38 - —
Chloride, tech., fused, dms., c.l., works..100 lbs. 4.25 - —
l.c.l., works.....100 lbs. 4.60 - —
gran., dms., c.l., works, 100 lbs. 5.00 - —
l.c.l., dms., works.100 lbs. 5.75 - —
USP, 200-lb. dms.....lb. .25 - —
25-lb. jars.....lb. .31 - —
solution, 50%, dms., c.l. works..lb. .0290- —
l.c.l., works.....lb. .04 - .04½
tanks, works.....lb. .0225- —
Cyanide, kgs., works.....lb. .33 - —
Dust, bbls., c.l., dlvd.....lb. .08½- —
l.c.l., bbls., dlvd.....lb. .09 - —
Iodide, N.F., bots.....lb. 4.35 - —
jars .....lb. 4.90 - —
Fluoride, bbls.....lb. .20 - .25
Metal (see daily quotations in Market report).
Oxide, pigment, dom., Amer., process, coml., lead free, bgs., c.l., dlvd..lb. .06¼- .07½
l.c.l., dlvd., except Pac. cst..lb. .06½- .07¾
bgs., l.c.l., ex whse., Pac. cst.....lb. .06½- .07¾
bbls., c.l., dlvd....lb. .06½- .07¾
l.c.l., dlvd., except Pac. cst..lb. .06¾- .08
ex whse., Pac. cst..lb. .06¾- .08
leaded, 5%, bgs., c.l., dlvd..lb. .06¼- —
l.c.l., dlvd., except Pac. cst..lb. .06¾- —
ex whse., Pac. cst..lb. .06¾- —
bbls., c.l., dlvd....lb. .06¾- —
l.c.l., dlvd., except Pac. cst..lb. .06¾- —
ex whse., Pac. cst. lb. .06¼- —
bbls., c.l., dlvd..lb. .06¼- —
bbls., l.c.l., dlvd., except Pac. cst..lb. .06¼- —
ex whse., Pac. cst. lb. .06¼- —
50%, bgs., c.l., dlvd., except Pac. cst..lb. .0000- —
Pac. cst.....lb. .0612- —
l.c.l., dlvd., except Pac. cst..lb. .0631- —
bgs., ex whse., Pac. cst..lb. .0631- —
bbls., c.l., dlvd....lb. .0631- —
l.c.l., dlvd., except Pac. cst..lb. .0656- —
ex whse., Pac. cst.lb. .0656- —

Zinc, oxide, pigment, French process, com'l, lead free, bgs., c.l., dlvd..lb. .06¼- .07¼
l.c.l., dlvd., except Pac. cst..lb. .06½- .07¾
ex whse., Pac. cst..lb. .06½- .07¾
bbls., c.l., dlvd.....lb. .06½- .07¾
l.c.l., dlvd., except Pac. cst..lb. .06¾- .08
ex whse., Pac. cst.lb. .06¾- .08
green seal, bgs., c.l., dlvd. lb. .06 - —
l.c.l., dlvd., except Pac. cst..lb. .06½- —
ex whse., Pac. cst.lb. .06½- —
bbls., c.l., dlvd.....lb. .06¾- —
l.c.l., dlvd., except Pac. cst..lb. .07¼- —
ex whse., Pac. cst..lb. .07¼- —
bbls., c.l., dlvd.....lb. .07¾- —
bbls., l.c.l., dlvd., except Pac. cst..lb. .08 - —
ex whse., Pac. cst..lb. .08 - —
white seal, bgs., c.l., dlvd. lb. .06½- —
l.c.l., dlvd., except Pac. cst..lb. .06¾- —
ex whse., Pac. cst..lb. .06¾- —
ex whse., bbls, c.l.....lb. .06¾- —
l.c.l., dlvd., except Pac. cst..lb. .09 - —
ex whse., Pac. cst..lb. .09 - —
import, gold seal, cks., ex whse..lb. .13 - .14
green seal, bbls., ex whse., lb. .10 - —
white, seal, cks., ex whse., lb. .11 - .12½
USP, bbls., c.l.....lb. .09¼- —
Palmitate, bbls.....lb. .24½- .26½
Resinate, fused, pale, bbls..lb. .10 - —
precip., dms., dlvd.....lb. .15 - —
Stearate, tech., precip., bbls., ctns., c.l..lb. .21½- —
l.c.l., 1 ton.....lb. .22½- —
1,000-2,000 lbs.....lb. .23½- —
less than 1,000 lbs...lb. .24½- —
U.S.P., bbls.....lb. .22½- .24½
Sulphate, cryst., bgs., c.l., 100 lbs. 2.75 - —
l.c.l. .....100 lbs. 3.50 - —
bbls., c.l.....100 lbs. 2.90 - —
l.c.l. .....100 lbs. 3.65 - —
flake, bgs., c.l.....100 lbs. 3.10 - —
l.c.l. .....100 lbs. 3.85 - —
bbls., c.l.....100 lbs. 3.25 - —
l.c.l. .....100 lbs. 4.00 - —
powd., bgs., c.l.....100 lbs. 4.35 - —
l.c.l. .....100 lbs. 5.10 - —
bbls., c.l.....100 lbs. 4.50 - —
l.c.l. .....100 lbs. 5.25 - —
Sulphide, bgs., c.l. (20 tons), dlvd..lb. .07½- —
l.c.l., dlvd. E. or ex whse., Pac. cst..lb. .07¾- —
bbls., c.l. 20) bbls., c.l. (20 tons), dlvd....lb. .07¾- —
l.c.l., dlvd. E. or ex whse., Pac. cst..lb. .08 - —
barium, calcium or magnesium pigments, bgs., c.l., (20 tons) dlvd..lb. .05¼- —
l.c.l., dlvd. E. or ex whse., Pac. cst..lb. .05½- —
bbls., c.l., (20 tons), dlvd..lb. .05½- —
l.c.l., dlvd., E. or ex whse., Pac. cst..lb. .05¾- —
Sulphocarbolate, NF, bbls....lb. .34 - .36
Zinc-ammonia chloride, dms., c.l., works..100 lbs. 5.15 - —
l.c.l., works.....100 lbs. 5.50 - —
Zinc-iron oxide, pigment, bgs., c.l., dlvd..lb. .05 - —
l.c.l., dlvd., except Pac. cst..lb. .05¼- —
ex whse., Pac. cst..lb. .05¼- —
Zirconium nitrate, kgs., works.lb. 3.00 - 4.00
Oxide, crude, 70-75%, grd., bbls., works..ton.75.00 -100.00
white, 98%, rgd., kgs., works, lb. 1.25 - 2.00

Synthetic Resins
and other
Branded Paint Materials
(Manufacturers' List Prices)

Note:—The list of prices previously printed weekly under the above heading is now printed once a month. The latest printing was in the November 6 issue; the next printing will be in the December 4 issue. Changes in prices—if any—made during the past week are noted in the report on the Paint, Varnish and Lacquer Materials market, which begins on page 33.

Stauffer Chemical Extends Refined Sulphur for 1940

Effective November 13, the Stauffer Chemical Company, this city, will accept contracts for 1940 shipments of industrial refined sulphur at the price levels prevailing in current contracts. Quarterly price adjustment clauses will be maintained in 1940 contracts. Prices in car lots follow:—

	Per 100 lbs., f.o.b. N.Y.	Freeport,
Flowers, U.S.P.—		
bags	$3.00	$2.80
barrels	3.35	3.15
Light refined, flour, U.S.P.—		
bags	2.65	2.45
barrels	3.00	2.80
Heavy refined flour, U.S.P.—		
bags	2.55	2.35
barrels	2.90	2.70
Refined, roll, U.S.P.—		
bags	2.35	2.15
barrels	2.50	2.30
Lump, U.S.P.—		
bags	2.15	1.95
barrels	2.30	2.10
Cast, U.S.P.—		
barrels	2.15	1.95
Rubbermakers', 100%—		
bags	2.35	...
barrels	2.70	...
Commercial flour, 99½% pure—		
bags	1.60	1.40
barrels	1.95	1.75
Rubbermakers', 99½%—		
bags	2.00	...
barrels	2.35	...

In less than car lots, prices for bags and barrels are 35c. per 100 pounds higher. Less car lot prices are f.o.b. Bayonne, N. J., and Freeport, Tex.

Oil, Paint & Drug Reporter

Founded October 18, 1871, by William O. Allison

Published every Monday by Oil, Paint and Drug Publishing Company, Inc. Harry J. Schnell, President and Treasurer; Frank V. Baldwin, Vice-President; Daniel G. Bogert, Secretary. Address 59 John Street, New York, New York, U. S. A. Telephone JOhn 4-2357. Cable Address Reporter New York.

Incorporating the Drug, Paint and Oil Trade, the New York Drug Bulletin, The Weekly Drug News, the New York Druggists' Price Current, The Soap Makers' Journal, the Oil and Paint Review and International Petroleum Reporter.

Subscription rates including postage in the United States, possessions and territories, one year, $5.00; two years, $8.00; Canada and Newfoundland, one year, $7.00; two years, $12.00; other foreign countries, one year, $10.00; two years, $18.00.

Member—Audit Bureau of Circulations.

Entered at the Post Office of New York as second class matter January 15, 1884, under the act of March 3, 1879.

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Vol. 136 November 13, 1939 Number 20

To Promote Painting

Painting, as a protective or a decorative investment, has as much real value as have numerous other things for which the public more extensively spends money. The main reason why expenditures for painting are relatively small is that the public has not been made so conscious of its value as it has with respect to automobiles, radio apparatus, household equipment, and other things which are more popular.

Manufacturers of paints and related products are extensive advertisers, although the industry does not invest money in this form of sales promotion in the proportions characteristic of certain other industries. The value of paint as a protective and decorative agent is publicized in the save the surface and clean up and paint up campaigns to a substantial extent. But, the results are not what they should be, considering the obvious need for painting that meets the eye in all parts of the country.

In an endeavor to remedy this condition the National Paint, Varnish and Lacquer Association has decided to engage again in a cooperative advertising campaign to promote painting. Considerable success was achieved in a similar campaign several years ago. Today's opportunity is no less promising. Today's need for painting is probably greater than was that of the period referred to.

It is unfortunate that this cooperative institutional campaign was abandoned as a supplement to the save the surface and clean up and paint up campaigns. It is unfortunate that the latter two campaigns have not in the past few years had as much support as they previously had. The recovering of slackened momentum is more difficult, more costly than keeping on. But, there are many reasons to expect that the resumption of cooperative advertising will be profitable to the industry.

There is no reason why paint and painting and the developments in the industry should not be recognized as having as much news value as is clearly given to the products of the automobile, the radio, and other industries. They get some excellent recognition in the two campaigns conducted by the industry. The measure of this can be extended by the newly revived cooperative campaign. Every member of the industry shou.d become a publicity agent.

Business Stays at Home

The chemical and related industries are keeping their heads as demands for their products become more and more pressing from export markets formerly supplied by European producers. They are demonstrating by their actions, not only the aversion to a war boom that has been emphatically stated by the larger leaders of industry in general, but also that their first concern is for the satisfaction of the needs of their regular customers.

The chemical and related industries are not inexperienced in export trade. They have maintained what is popularly called a "favorable balance" in their foreign trade for some time. Although the most credit for this must be given to the petroleum division of the group, the chemical industries, in the popular sense of the term, have developed substantial and profitable markets for their products in many parts of the world. They are, therefore, well qualified to take advantage of the opportunities presented by reason of the cutting off of other sources. They are taking advantage of these—to the extent which to them seems desirable.

Some foreign markets for products of the chemical and related industries have been closed. Goods formerly sold in those markets can now be disposed of in others which have been opened by the same influence. This is being done. But, again only to a relatively small extent, because domestic demands have increased as readjustments of world trade have been enforced—and the chemical and related industries are content largely to stay at home.

To take care of potential export trade and of increased domestic demand at the same time the chemical and related industries would have to expand their capacities at least in a number of instances. They are engaged in an appraisal of the desirability of doing this where the possible returns, in comparison with the necessary outlay, make projects attractive. But, they are looking beyond the immediate tomorrow to the time when cheaper producers may return to the field. They are not forgetting that war booms always end with a "bang!"

The greater profits in foreign trade are not making these industries disregardful of their duty to those who engaged their services in the days when an advantage might lie elsewhere. They are appreciative of the interdependence of American industry as a whole, and higher bidders must await their turn while older customers are being served as satisfactorily as circumstances permit.

—O-P-D—

Using Weeds And Waste

Reports have it that a Texas chemist has discovered a process of making cheap, substantial, and artistic building materials from the stalks and burrs of cotton. The product apparently is a sort of wallboard made by blending the ground cotton "straw" with gypsum. Its commercial possibilities depend on one of the fundamental problems of economics—how to get cheap material to the factory.

The world is full of weeds and the plant wastes of agricultural operations. Cornstalks long have been the basis of cellulosic chemists' dreams. Straw from the flaxseed fields has many properties that are industrially attractive. But, it is costly to collect these materials and more costly to transport them to factories where their inherent industrial values may be converted to commercial worth.

It is true that not enough attention has been given to the mechanization of this undeveloped division of industry. Combination reapers, choppers, and balers of weeds should not be beyond the mechanical ingenuity of this progressive age. They could be added to the combine of the wheat fields; at least hitched on to something in connection with the harvesting of corn for the gathering of the stalks and reducing their bulkiness to a more easily handled condition.

For the most part the aim in endeavors to develop a better coordination of agricultural materials and industrial needs is to take the factory to the farm. The best method, it would seem, would be a compromise which would reduce the distance between farm and factory to that which could profitably be negotiated.

Weeds and many agricultural wastes besides cotton "straw" have an industrial value. In these days of concern with respect to paper pulp, such materials deserve consideration in connection with the manufacture of paper for bags and other heavy-duty use. Their value as sources of motor fuels and various organic compounds is something. But, their industrial potentialities are greater as their utilization in simpler physico-chemical processes is approached. Further mechanization of agriculture to promote such utilization is deserving of thorough study.

—O-P-D—

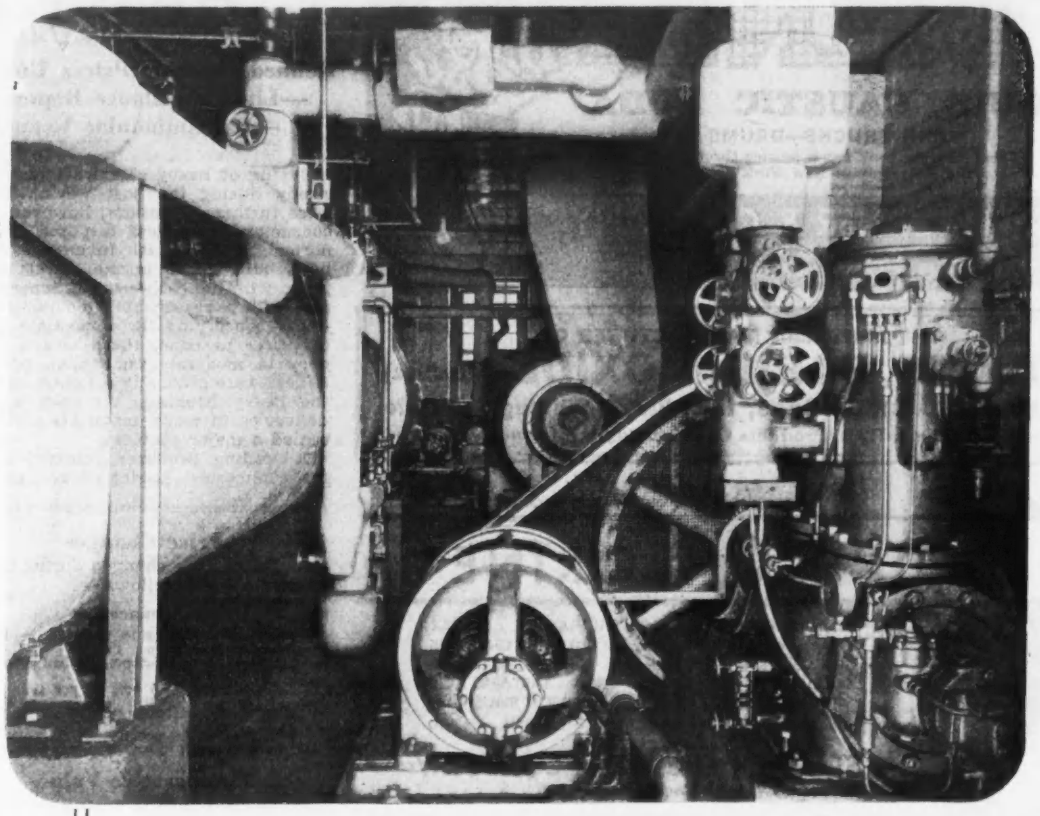
Handling Poisons

There are good arguments on both sides of the perennially controversial question of what restrictions should be laid upon the handling of poisonous substances for sale to the public. In all these the human equation has a large and important part, and as is the case with respect to all matters of human behavior the evaluation of this equation is often more selfish than scientific.

It cannot reasonably be questioned that the sale of poisons to the public should be surrounded with adequate safeguards. It is difficult to construct a definition of this adequacy that is satisfactory to its purpose and also to the agencies involved. One thing is certain: all possible assurance of safety should be provided in connection with the article itself; its physical characteristics and its packaging should be indicative of its hazardous nature.

More and more laws are being sought to limit the sale of poisonous substances other than drugs to licensed pharmacists. These are not necessary; although licensing of premises is desirable. The drug store, largely for legendary reasons, is supposed to be something more than a mere sales outlet. It is; but it is not all that is claimed for it by those who would permit no other type of store to sell domestic poisons. A few days ago two small boys stole a number of sodium cyanide eggs "from the back door" of a drug store. They thought the articles were mothballs. Fortunately no harm was done before the poison was recovered in a rubbish heap where its danger was, if anything, increased. The point is that this very poisonous substance was available to any caller at the back door—of a drug store.

Obviously it is necessary to safeguard the handling of poisons with something more than knowledge of their hazards. Insecticides, poisons used for cleansing, poisons that have any of a variety of domestic uses should not be subjected to class monopoly in their sale. But, whoever sells them should be held to strict account of the hazardous privilege which he has.



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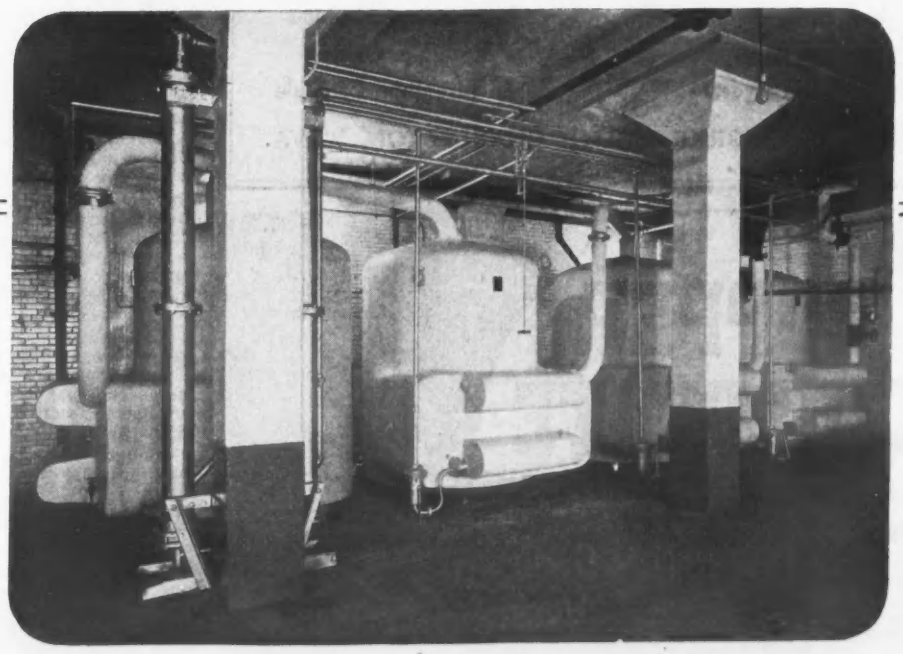

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Heavy Chemicals

Refined Sulphur Prices Unchanged for Early Part of Next Year —Little Resistance Reported in Renewing Contracts for 1940 —Sal Ammoniac Remains Scarce—Sulphuric Acid Firm

Buying of heavy chemicals remained steady during the past week. There were further indications, however, that consumers were less disposed to abnormal commitments. Inventories have been built up to normal levels compared with the early part of September, and with a reasonable amount of certainty concerning the immediate trend of prices at hand, there was a tendency to moderate purchasing policies. Sellers were gradually catching up with the heavy bookings, although prompt deliveries in many materials still presented a major problem.

A leading producer released prices for commercial grades of refined sulphur at the same levels for next year, subject to usual quarterly adjustment clause. Aside from this, no other announcement was forthcoming regarding 1940 quotations. Some producers were writing contracts more in line with actual consumers demands, providing for a more definite maximum and minimum spread. Considerable progress was reported in writing contracts on materials already announced, with sellers generally encountering the least amount of resistance.

Interest was focused on certain chemicals which have been under pressure for the past several weeks. Sal ammoniac continued to present one of the tightest spots. Lack of available material brought about some speculative prices in the resale market. The same condition held true in potash chlorate, where lack of adequate importations boosted prices to abnormal levels in certain instances. Sulphuric acid was in a very strong position, and sellers concentrated principally on fulfilling current contracts.

Alums.—A strong price tone prevailed in the market for ammonia, potash and soda alums and shipments moved against contracts at a good pace. Potash chrome alum was strictly nominal.

Alumina Sulphate.—A steady demand was reported for the commercial iron free material last week. Prices were firm and without change.

Ammonia, Anhydrous.—Sellers were engaged in soliciting contracts for next year at the same basis as announced a few weeks previously.

Ammonia, Aqua.—Interest in the market was maintained at satisfactory levels. Stocks were not very large, and the market was in a firm position. Sellers had little difficulty in booking contracts for next year at the same levels.

Ammonia Silicofluoride.—One factor was offering imported material, ex stock, at 12½c. per pound. Quantities were limited, however, and the market was nominal.

Ammoniac, Sal. — While production was pushed to capacity to take care of the heavy demands, domestic supplies were not sufficient to take care of all requirements. Isolated sales of the white were consummated at much higher levels in the resale market; one small lot passed at $12 per 100 pounds, while others were mentioned at prices ranging from $8 to $8.50 per 100 pounds. Contract prices for next year were expected to be made known shortly.

Antimony.—Sales of domestic metal were not very large, and mostly confined to case lots. Quotations for spot metal held at 14c. per pound. There was no spot offering of oxide of antimony and prices were unavailable. Small quantities of needle of antimony were obtainable at the nominal price of 20c. per pound.

Arsenic.—Small quantities of red material were on the market, prices ranging from 19c. to 20c. per pound. Stocks of white arsenic were adequate to provide for current needs, and the market was firm and unchanged.

Bleaching Powder.—Sellers report a good response to contract renewals for next year at the unchanged levels announced a short time ago. Current business was steady, and inquiry for export remained active. September imports totaled 17,700 pounds, valued at $409, all of which came from the United Kingdom.

Blue Vitriol.—Demand in the market held at high levels. Sellers were reluctant to book all business in view of the heavy withdrawals in recent weeks. Shipments for export have been comparatively large so far this month. Prices ruled unchanged and firm. September exports totaled 1,478,183 pounds, valued at $66,491.

Calcium Acetate.—While the market underwent no further change, quotations established previously were well sustained, and the position of the market was very strong. Demand was steady.

Calcium Chloride.—Buying continued to gain momentum in several directions, reflecting to a large extent the appearance of colder weather in many sections. Dealers were stocking up, while municipalities were coming into the market for good tonnage. Prices were firm.

Carbon Tetrachloride. — Quotations were unchanged, and the tone of the market held firm. Orders entered the market on a good scale, and some export inquiry was also reported. No word was forthcoming as yet relative to next year's quotations.

Chlorine.—The market remained in a satisfactory position. Buying was sufficient to keep the prices on a firm basis. Sellers were engaged in writing contracts for year next and so far little difficulty was encountered in lining up consumers for next year's requirements at the same prices as prevailed previously.

Cobalt Salts.—No further price fluctuations were revealed, quotations for the oxide and sulphate were well maintained at the higher levels recorded a short time previous. Prices for the acetate, carbonate and hydrate were firm.

Copper.—Domestic copper remained firm at the 12½c. per pound level. Quotation in the outside market was quoted around 13c. per pound and supplies were not unlimited at that figure. Little inquiry was reported in the export market and quotation continued at 13c. a pound f.a.s.

Copper Salts.—The market for various copper derivatives remained nominal. However, some factors reported progress in catching up with orders booked previously, and some new business was accepted subject to delivery later.

Fluorspar.—An active demand continued to exist in the market for most grades of domestic material. Some producers were pretty well sold up, while others were offering the washed gravel, 85.5 percent f.o.b. mines at prices ranging from $22 to $22.50 per ton. No. 2 lump, 85.5 percent, same basis, was around $23 to $24 per ton. Imported material was nominal at $26.50 to $27 per ton.

Glauber's Salts.—The market displayed considerable firming as far as prices were concerned, reflecting the better demand and absence of any imported material of consequence.

Lead Nitrate.—Firmness characterized the dealings in this direction. Sellers were in a position to book new busi-

Price Changes

Prices were changed during the past week as follows:—

Advanced

Ammonia silicofluoride, imp., 3c. per lb.
Arsenic, red, 1c. per lb.
Fluorspar, dom., 85.5 pc., washed gravel, $2 per ton.
No. 2 lump, 85.5 pc., $2 per ton.

Reduced

Tin, Straits, 3c. per lb.
Tetrachloride, anhy., 1½c. per lb.

Comparative Values

Index numbers compiled from twenty-five typical chemicals on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
149.4	**149.4**	**149.3**	**147.2**

Index numbers compiled from twenty typical acids on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
99.0	**99.0**	**99.0**	**99.6**

Market news that may have developed after this report was sent to press will be found on page 4.

Current prices on heavy chemicals are given in the alphabetical list of prices beginning on page 7

ness, but shipments were subject to delay at times, in view of the heavy bookings already made.

Manganese Dioxide.—Little or no spot Caucasion was available, and practically all business represented deliveries against contracts. Some African material was available in the spot market. Prices were without change.

Nickel Salts.—Deliveries were still retarded in the market. Some factors reported difficulty in obtaining the necessary nickel bars to cope with the broader demand. However, improvement was noted during the past week in this respect.

Potash Carbonate.—Shipments moved against contracts at a steady pace. Little spot business was accepted at the present or any export inquiries. Sellers reported good progress in writing 1940 contracts. September imports totaled only 368 pounds, valued at $14.

Potash Caustic.—The position of the market displayed relatively little change. Bookings against contracts were sufficient to keep sellers busy making prompt shipments, and little attention was given to other business. Export inquiries were usually disregarded, but any business passing in the resale market for this purpose was at premium levels.

Potash Chlorate.—A few scattered shipments entered the market from abroad, however, supplies remain inadequate to provide all domestic needs. Isolated sales were reported at levels ranging from 38c. to 40c. per pound. Some additional supplies were looked for in the near future, and a definite price may be established for the regular consuming trade. September imports were 196,530 pounds, valued at $9,115, of which 102,293 pounds came from Sweden; 83,214 pounds from Switzerland and 11,023 pounds from Germany.

Saltpeter.—While demand gave some evident of subsiding from the peak levels, sellers were unable to book all orders entering the market, or to give much attention to export inquiries. No information was disclosed regarding next year's prices as yet. September imports amounted to 261,515 pounds, valued at $7,980, all of which came from France.

Soda Ash.—Demand continued more orderly in the market last week. A good tonnage moved against contracts, and sellers were able to make prompt deliveries in most instances. The position of the market was satisfactory. Writing contracts for next year was progressing favorably. Export inquiries were active. September exports totaled 24,227,604 pounds, valued at $300,253, of which Canada, Mexico, South America and the Far East were the most important buyers.

Soda Bicarbonate.—Sellers were engaged in writing contracts, and little delay was encountered in securing returns for next year's requirements. Demand was steady and the market was firm. September exports totaled 4,381,127 pounds, valued at $66,473.

Soda, Caustic.—The market remained in a strong position last week. New bookings were somewhat slower, but shipments moved at a satisfactory pace. Sellers reported a minimum amount of resistance in booking contracts for next year's requirements at the old levels. Export business was active to countries formerly supplied by belligerents. September exports totaled 36,539,228 pounds, valued at $724,072, of which 1,487,155 pounds went to Canada, 3,243,690 pounds to Mexico, 1,394,134 pounds to Cuba, 8,134,165 pounds to Argentina, 5,589,900 pounds to Brazil, 1,617,000 pounds to Colombia, 9,083,350 pounds to the Netherland Indies, 1,275,000 pounds to the Philippine Islands, and 899,000 pounds to Other Asia.

Soda Cyanide.—An active demand prevailed in the market. Sellers were reluctant to accept much export business at present, although inquiries were reaching the market more actively. Prices were firm, and trade was awaiting word concerning next year's quotations. September exports were 264,003 pounds, valued at $33,758.

Soda Phosphate.—A good inquiry was reported in the market despite the recent advance in the di and tri material. Shipments were steady, and export inquiries poured into the market. September exports aggregated 588,649 pounds, valued at $24,603.

Soda Silicate.—Quotations were well maintained, and a firm tone characterized the dealings last week. Shipments moved against contracts at a good pace. September exports were 1,687,818 pounds, valued at $26,210, of which 275,752 pounds went to Canada, 579,830 pounds to Cuba, and 331,722 pounds to the Philippine Islands.

Sulphur, Refined.—A leading producer extended quotations for various grades of commercial refined sulphur into next year, subject to usual quarterly adjustment clause. Current business remained at satisfactory levels last week.

Tin Salts.—Further recession in the Straits metal market to the nominal price of 49c. per pound brought about a decline in anhydrous tetrachloride of tin to the 25c. per pound level. No quotations were available on other tin derivatives. Procurement Division of the Treasury Department awarded a contract for 1,120,000 pounds of pig tin on a low bid of 47.74c. per pound, the purchase being made under the provisions of the strategic and critical materials act.

Zinc Chloride.—Prices continued firm in this direction last week. An active inquiry prevailed, and delivery against contracts was steady.

Acids

Shipments against contracts moved steadily in the market for mineral acids last week. The trading pace was slowed down somewhat from the peak levels, but sellers were still pressed to make all deliveries. New business and export inquiries were still restricted in many important acids. While no actual price movements were reported, the position of many were considerably stronger. Much interest was centered in next year's contract quotations, but so far sellers were reluctant to make any definite commitments concerning 1940 quotations until a little later in the year. Sulphuric acid commanded considerable attention; little material was available in the spot market, and shipments against contracts have been very heavy recently. Some clarification regarding quotations for important acids were anticipated within the next few weeks. Chromic acid was another firm spot.

Acetic.—A steadier price tone was still in evidence in the market for various grades of material. Shipments moved to large consuming channels at a good pace. September exports totaled 254,284 pounds, valued at $14,411.

Chromic.—The tone of the market remained very firm. Sellers were taking care of regular contract consumers as a rule.

Formic.—No change was disclosed in the quotations, but the market remained firm. Buying from principal consumers held up quite well.

Muriatic.—Demand was active in the market throughout the past week. Export inquiry was also brisk. Prices were unchanged and firm.

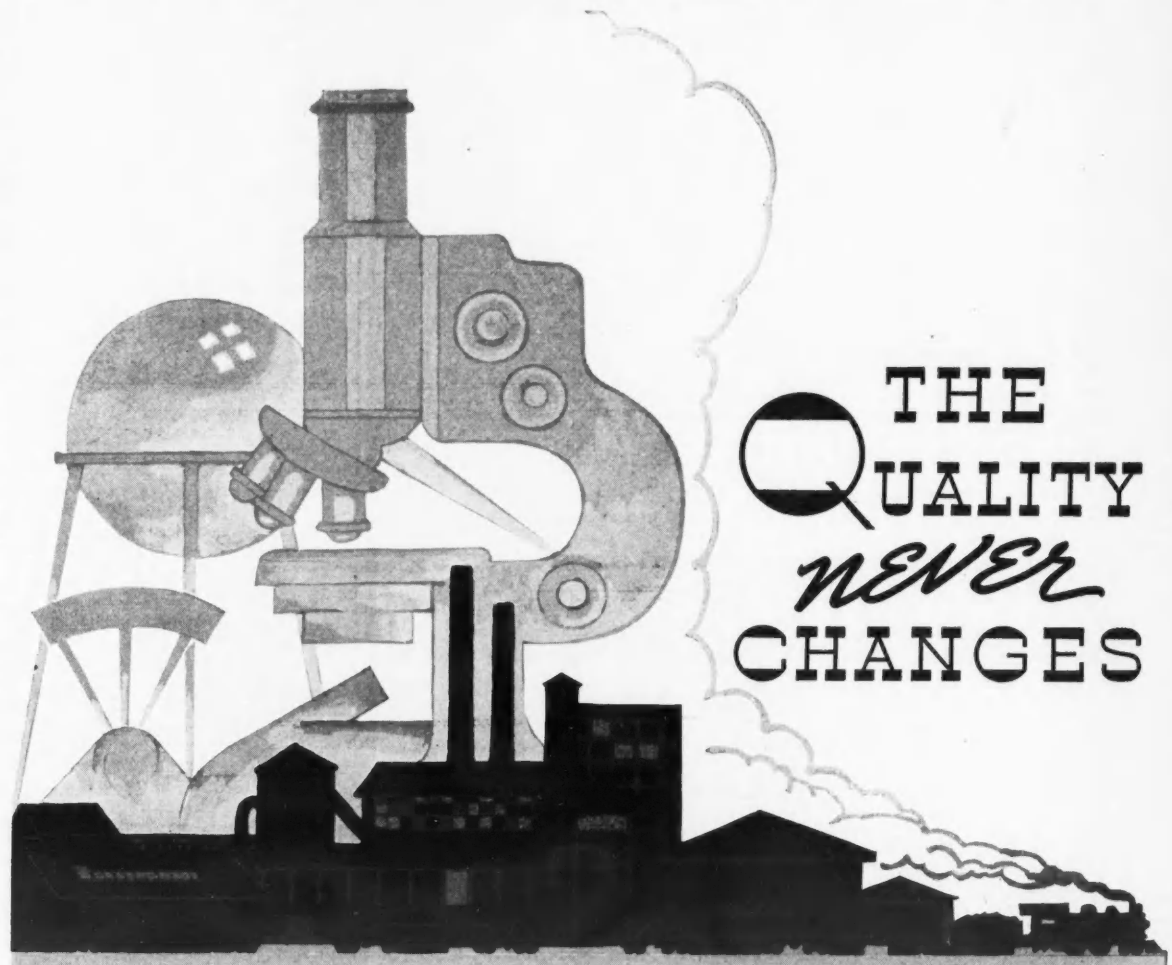
Nitric.—Sellers were adhering to quotations in force previously. The market was in a much stronger position than for some time. Demand was good.

Current prices on heavy chemicals are given in the alphabetical list of prices beginning on page 7

Oxalic.—One producer announced renewal of prices for the early part of next year, but so far no other leading factors have followed. The market was in a firm position, with stocks none too plentiful.

Sulphuric.—Buying was on an active scale during the week just ended. Large consumers made good size commitments against contracts. Little material was offered in the spot market or for export purposes. Sellers were not making any definite announcement concerning next year's prices, but the market was in a strong position and some word was expected within the near future. Production by fertilizer manufacturers during September totaled 153,897 tons, compared with 161,791 tons in August and 133,266 tons in September, 1938, according to figures released by the Department of Commerce. Production for the first nine months aggregated 1,418,214 tons, against 1,267,605 tons in the same period a year ago. Consumption of sulphuric acid in the manufacture of fertilizer totaled 134,287 tons in September, against 115,119 in the preceding month and 126,974 tons in the like month a year ago. Consumption for the first three quarters aggregated 1,081,387 tons, compared with 1,420,510 tons in the corresponding period last year. Stocks at the end of September were 74,113 tons, against 72,536 tons in August and 88,165 tons at the end of September, 1938.

Baltimore, Nov. 8.—Any sales of sulphuric acid that may be made outside of the supplies under contract are effected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now at prices more or less above the quotations that are covered by contract. There has been no opportunity to accumulate stocks of acid, and the producers generally have not found it easy to take care of the contract orders, which were covered on the old basis of $12 per ton for 60 degree and $15 per ton for 66 degree acid. The acid business seems as a matter of fact to face uncertainties which cannot well be calculated with, and producers as well as consumers will watch the situation closely for signs of which way the scales will swing. Oleum is still supplied under contract at prices approximately $17 per ton for 20 percent material, but this product, like acid, would be affected one way or another by the conditions that influence the course of the acid market.

Insecticides

Trading in the market for agricultural insecticides and fungicides continued without much feature last week. Domestic dealings were at seasonally low levels, while a fairly good inquiry was reported for export to south and Central America. Prices were in conformity with those prevailing previously, and the tone of the market held firm.

Calcium Arsenate.—The market offered nothing in the way of new developments last week. Trading was seasonally quiet, and prices were firm. September exports totaled 911,029 pounds, valued at $37,312, of which 859,080 pounds went to Peru.

Lead Arsenate.—Quiet conditions surrounded the dealings in this direction during the past week. Prices ruled firm. September exports aggregated 128,924 pounds, valued at $12,250, of which 66,806 pounds went to Argentina and 36,178 pounds to Cuba.

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Neutrality Law Curb Of Imports Not Expected

—Continued from page 3

does not include industrial chemicals or petroleum, and there is no implication that the President has any immediate intention of expanding the definition of implements of war to include such commodities.

The Department of Commerce has issued regulations governing clearance of foreign and American-flag vessels and aircraft under the provisions of the new neutrality act.

The United States Maritime Commission is wrestling with the question of approving the transfer of eight vessels of the United States Lines to registration under the flag of Panama. The Standard Oil Company of New Jersey is transferring its tankers to the Panama flag and will operate them under the Panama Transport Company, a subsidiary. This transfer was approved last month, the company says. Because such transfers do not provide reemployment for seamen laid off by the terms of the neutrality act, they are being protested to the Federal administration by organizations of marine labor.

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Dyestuffs, Textile and Leather Chemicals

Good Progress Reported in Writing Bichromate Contracts—Alumina Chloride Higher—Myrobalans Advance Sharply—Ground and Leaf Sumac Now Quoted at the Same Levels

Dealings in the market for dyestuffs, textile and leather chemicals were slower last week. Most of the slackening occurred in sizing and tanning materials where heavy buying earlier found consumers pretty well stocked for the present. Demand for natural dyestuffs was moderate, while chemicals were by far the most active division. Prices for most materials were firm.

Anhydrous alumina chloride was sharply higher, but so far no change was recorded in the crystals and solution material. Sellers reported excellent progress in renewing contracts for bichromates covering next year's requirements at the firm levels established for the first quarter. The current position of the market, however, was still tight, and sellers were under pressure to make prompt deliveries. Scattered offerings in the export market were reported at higher levels. No word was forthcoming regarding contract prices for soda prussiate, while no further change was disclosed for potash prussiate.

Some irregularity developed in tanning material prices, with prices for ground and leaf sumac quoted at identical levels, previously quotations for the leaf were much higher. Myrobalans advanced sharply, reflecting the higher replacement costs. Egg products were quiet and unchanged. New bookings of corn derivatives were somewhat slower, but old bookings were still moving out at a good pace.

A Haitian firm wishes to contact American firms interested in importing logwood. The name of the inquiring firm is on file in the Chemical Division of the Bureau of Foreign and Domestic Commerce, Washington and may be obtained upon application.

Price Changes

Prices were changed during the past week as follows:—

Advanced

Alumina chloride, anhy., 2c. per lb.
Myrobalans J1, $15 per ton.
J2, $13 per ton.
Sumac, ground, $2 per ton.

Reduced

Sumac, leaf, $5 per ton.

Comparative Values

Index numbers compiled from nineteen typical dyestuffs on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
148.5	**148.3**	**148.4**	**147.8**

Market news that may have developed after this report was sent to press will be found on page 4.

Chemicals

Alumina Chloride.—Quotations for the anhydrous were advanced 2c. per pound, making larger quantities 8c. per pound and ranging to 12c. per pound for smaller lots. No change occurred in the crystal and solution materials. Demand was steady.

Potash Bichromate.—The market remained in a very strong position. Sellers were under pressure to supply all demands against contracts, and accepted practically no spot or export business. Work was progressing satisfactorily on next year's contracts.

Potash Prussiate.—A firm tone prevailed in this direction. Prices for the red were nominal with limited quantities available, ranging from 38c. to 40c. per pound. No change occurred in the yellow. Demand was moderately active. September imports totaled 26,460 pounds valued at $5,308, all of which came from the Netherlands.

Soda Bichromate.—Sellers had little difficulty in writing contracts for next year at the firm prices established for the first quarter. Current bookings were still heavy, and prompt delivery was still a problem. Scattered offerings in the export market were reported at levels ranging from 12c. to 16c. per pound. September exports totaled 1,421,695 pounds, valued at $88,015, of which 510,682 pounds went to Canada; 454,229 pounds to the United Kingdom, and 101,856 pounds to Brazil.

Soda Prussiate.—No change was disclosed in the quotations. Announcement was expected soon for next year's contracts. Demand remained steady. In the preceding issue, imports for September were incorrectly given at 307,926 pounds, the total should have read 144,112 pounds, valued at $8,857, of which 55,115 pounds came from Belgium; 77,643 pounds from the Netherlands and 11,354 pounds from Japan.

Dyestuffs

Annatto.—Sellers limited business to usual consumers last week. Prices were unchanged and firm.

Archil.—Supplies in the spot market were practically depleted. Sellers were not able to set any definite prices in the absence of available material.

Cochineal.—Regular consumers supplied a moderate interest in this direction. Prices ruled unchanged.

Fustic.—Shipments moved at a steady pace for various grades last week. Quotations were maintained at firm levels.

Logwood.—Buyers continued to exert a satisfactory interest in the market throughout the past week. Prices held firm. September exports of logwood extract amounted to 99,411 pounds, valued at $13,741.

Turmeric.—Quotations remained at strictly nominal levels last week. No further changes were recorded, but stocks of material were short.

Sizing Materials

Albumen, Egg.—Demand for the crystal and powdered remained quiet last week. Domestic quotations were without change, while foreign material was quoted nominal.

Dextrin.—Buying leveled off to some extent during the past week. Sufficient business remained on the books, however, to keep shipments moving at a steady pace. Prices were without alteration.

Egg Yolk.—The market lacked any new developments of importance. Demand was not especially active, but domestic and imported quotations were without change.

Starch.—New bookings were less active than recently. Orders on hand from previous bookings were still quite large, and shipments moved at a satisfactory rate. No further change was uncovered in the quotations, reflecting the steadier tone in the commodity market.

Tapioca Flour.—Quotations were about in line with those established the previous period. Interest in the market was not exceptionally active.

Tanning Materials

Chestnut Extract.—Shipments moved against contracts at a steady pace last week. Prices were without change, and the tone of the market firm.

Cutch.—Sellers were pretty well booked for the balance of the year. New business was expected to be accepted for next year at higher levels.

Gambier.—Spot stocks of common, plantation and Singapore cubes were not very large, and in view of the uncertain conditions, the market was a strictly nominal affair.

Myrobalans.—Quotations were sharply advanced, reflecting the higher replacement costs. J1's were quoted at $45 per ton and J2's at $36 per ton.

Sumac.—Prices were highly irregular in the market last week. The ground advanced $2 to $85 per ton, while the leaf declined $5 to $85 per ton.

Valonia.—No change took place in the market for the beards and cups as far as prices were concerned. Demand was about fair.

Current prices on dyestuffs and tanstuffs are given in the alphabetical list of prices beginning on page 7

Fats and Oils Sulphonation Reported for Third Quarter

There were sixty-six establishments reporting fats and oils subject to sulphonation to the Bureau of Census during the quarter ending September 30, 1939. The following tabular statement gives a summary of the reports:—

Animal

	Pounds.
Tallow	1,812,567
Neat's-foot oil	452,151
Cod oil	2,248,819
Sperm oil	760,590
Red oil	359,157
Miscellaneous	152,290
Total	5,785,574

Vegetable

	Pounds.
Coconut oil	146,008
Corn oil	112,380
Olive oil	415,758
Castor oil	3,573,762
Teaseed oil	1,436,037
Miscellaneous	360,125
Total	6,044,070

Leather Chemists to Hold Convention at Lake George

The regular Fall meeting of the council of the American Leather Chemists Association was held in Chicago recently, with H. B. Merrill, president, presiding. Those present were C. A. Blair, E. K. Moore, C. L. Ornes, T. F. Oberlander, A. C. Orthmann and Dean Williams. Dr. Fred O'Flaherty was a guest and B. A. Schiller was present to give a financial report of the association's affairs.

Arrangements were made to hold the next annual meeting at the Sagamore, Bolton Landing, Lake George, N. Y., May 27 to 29, 1940. Dr. O'Flaherty was reappointed chairman of the program committee. James W. Byron will again handle the golf tournament.

Samuel W. Savage will resign as chairman of the American Viscose Company, this city, on December 31.

Oil Control Need Argued in Hearing

—Continued from page 3

petroleum economics division of the Bureau of Mines; David Hudson, assistant solicitor of the Department of the Interior; Hugh D. Miser, fuel expert of the Geological Survey; Harold C. Miller, senior petroleum engineer of the Bureau of Mines, San Francisco; A. C. Fieldner, chief of the technological branch of the Bureau of Mines; Rear Admiral H. A. Stuart, director of Naval Petroleum Reserves; Col. H. K. Rutherford, chief of the planning branch of the War Department; Hale B. Soyster, chief of the oil and gas leasing division of the Geological Survey, and Dr. Ralph J. Watkins and B. E. Lindsley, of the National Resources Planning Board.

Trademark Rules On Imports Revised

OPD Washington Bureau
November 8, 1939

The Bureau of Customs today issued amended regulations covering the filing of registered trademarks with collectors of customs by domestic manufacturers requesting the exclusion of entry of imported products bearing marks confusingly similar to registered trademarks. The principal effect of the amended regulation is to increase the number of copies of trademarks which must be filed with the various collection districts and sub-districts.

Havana Chemical Products Company has petitioned the Cuban legislature for authorization to import duty free machinery and equipment for plant to extract salts of sodium, magnesium and calcium, by the precipitation of sea water.

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Coaltar Chemicals

U. S. P. Phenol Quotations Extended Into First Quarter — Small Stocks of Imported Cresylic and Naphthalene Here —Toluol Scarce—Intermediates and Colors Firm

A leading producer extended current prices for phenol into the first quarter of next year to provide the feature to the market for coaltar chemicals last week. The heavy demand for phenol recently left the market in a tight position. Difficulty was encountered in taking care of all commitments, and sellers were pressed for deliveries. The announcement of next year's prices was expected to relieve a great deal of uncertainty overhanging the market, and carry some bookings into the early part of 1940.

Demand for many coaltar chemicals, particularly tar acids, continued to exceed available supplies. Bookings against contracts were sufficient to keep sellers from accepting any spot or new business of consequence. Crude naphthalene and cresylic acid reflected the lack of any substantial imports; small quantities of imported material were available, however, at higher levels on a strictly nominal basis. Inquiries for toluol by far exceeded available production and orders were placed a good deal ahead of current production.

A steady demand prevailed in the market for coaltar intermediates. The position of many items was strong and sellers were careful in accepting all business, and limiting withdrawals against contracts to normal proportions. Coaltar acids were firm. Withdrawals of various colors were steady. Buying continued more orderly, however, with sellers able to take care of domestic needs. A good export inquiry prevailed, and shipments moved abroad in many directions.

Price Changes

Prices were changed during the past week as follows:—

Advanced

None

Reduced

None

Comparative Values

Index numbers compiled from twenty typical coaltar products on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
125.7	125.7	125.7	125.9

Market news that may have developed after this report was sent to press will be found on page 4.

Basic Products

Benzol.—Sellers reported a good demand for industrial purposes. The improvement in production has enabled consumers in most instances to provide sufficient material to take care of the broader buying. However, most of the transactions were confined to contract withdrawals, and sellers were not booking a great deal of new business or accepting much in the way of export inquiries reaching the market. With most of the material moving direct from production, stocks of material were not large and placed the market in a very firm position. Since most of the business in on a contract basis, and will remain firm until the end of the year, some interest was directed toward next year's prices. Announcement was anticipated within the next few weeks regarding 1940 contract quotations. In the interim steel operations reached capacity levels, and indications were that present output would be maintained during the balance of the current year. By-product coking operations have kept pace with the increase in steel production, September imports of benzol amounted to 19,934 gallons, valued at $2,442, all of which came from Canada.

Coaltar.—The market for crude and refined material was a routine affair, representing normal withdrawals against contracts. Prices were unchanged and firm.

Creosote Oil.—Railroads and public utilities entered the market on a satisfactory scale last week. Supplies were adequate to take care of domestic requirements, and sellers were in a position to accept some export business. Prices were without change. September imports totaled 6,520,352 gallons, valued at $764,692, of which 2,676,356 gallons came from Belgium; 937,374 gallons from Germany; 402,652 gallons from the Netherlands; 1,508,976 gallons from the United Kingdom; 19,962 gallons from Canada and 975,043 gallons from Japan.

Cresols.—An active inquiry prevailed in the market for various grades of material. However, sellers were not able to accept all business, and confined shipments to contract consumers. Quotations in the spot market were largely nominal.

Cresylic Acid.—Limited supplies of imported material were available at prices ranging from 75c. to 76c. per gallon, but the market was nominal. Export restrictions and licensing made future shipments an uncertainty together with the lack of shipping facilities. The situation in the domestic market was about the same. Sellers could not accept much spot business, and the little that passed was on a strictly nominal basis. September imports totaled 31,903 pounds, valued at $15,387, all of which came from the United Kingdom.

Naphthalene.—One factor was offering imported material at $3.20 per 100 pounds, c.i.f. The last sale was recorded around $2.75 per 100 pounds. Supplies were limited, and future shipments still a matter of conjecture. The tight situation in the imported grades continued to reflect on the domestic market, where sellers were not able to offer any material aside from regular contract allotments. Shipments of refined were limited to conform with the uncertain situation prevailing in the crude material. September imports of crude totaled 1,894,728 pounds, valued at $22,115, of which 867,557 pounds came from the United Kingdom; 365,791 pounds from the Netherlands; 551,150 pounds from Germany and 110,230 pounds from Belgium.

Phenol.—A leading producer extended current prices into 1940, subject to quarterly adjustment clause. Sellers were experiencing difficulty in keeping up with the demand. The market has been subject to pressure for several weeks, and available supplies were rather limited. In some instances rationing of material was necessary to take care of all consumers, and making prompt was sometimes difficult.

Toluol.—Available supplies moved direct from production to consuming channels. Sellers were well booked in advance on current output, and practically all the business represented shipments against contracts. New business and export inquiries received little attention at the present. Prices ruled firm.

Xylol.—The market continued firm. Shipments moved against contracts in sufficient volume to keep supplies at minimum levels.

Chicago Coaltar Bases

Despite the exceptionally high rate of production of some of the coaltar bases incident to the expanded steel industry operations, tone of the market for most of these materials is steady to firm. Demand is reported at a good level for benzol, etc. Offerings are not very insistent, with the normal nature of business noted. Ruling prices exclusive of tax are:—Benzol, 90 percent, 16c. to 17c. per gallon; motor benzol, 10½c. to 11c.; toluol, 22c.; 10-degree xylol, 29c.; solvent naphtha, 26c.; creosote oil, grade 1, 13c. to 14c.

Coaltar Acids

Anthranilic. — A moderate demand from the usual consuming channels provided the market with sufficient support to keep quotations at firm levels.

Benzoic.—Shipments against contracts were steady last week. Prices for the technical were unchanged, and a firm tone prevailed.

Cleve's.—Firmness characterized the trading throughout the past week. Demand was moderately active.

Fumaric.—A good inquiry was prevalent in this direction, and withdrawals for replacement purposes reached the market in satisfactory fashion.

Current prices on coaltar products are given in the alphabetical list of prices beginning on page 7

Gamma.—The market was devoid of any new developments of consequence. Buying was fairly active, and sellers adhered to quotations in force previously.

H.—The market was strictly a routine affair throughout the past week. Pricewise a steady to firm tone predominated.

Laurent's.—No change occurred in the prices. The tone of the market held firm. Business was along steady lines.

Maleic.—Major consumers entered the market for good size replacements against contracts. No change was disclosed in the quotations.

Other Intermediates

Alphanaphthol.—Business was usually confined to normal shipments against contracts. Prices were without alteration.

Anilin.—Prices remained firm and unchanged in the market last week. Demand was steady.

Benzidin Base.—The position of the market remained strong. Usual consumers provided the market with a fair size volume.

Betanaphthylamine. — Demand for the technical material was moderately active. No change was disclosed in the quotations.

Dimethylanilin. — Shipments moved against contracts at a steady pace throughout the past week. Prices ruled unchanged.

Dinotrophenol.—Business was usually restricted to normal proportions, with sellers cautious in accepting all business at this time. Prices were without change.

Dinitrotoluene. — The market was in a very firm position, however, prices were without alteration. Movement against contracts provided most of the business.

G. Salt.—Dealings in the market were along strictly routine lines during the past week. Prices were steady to firm.

Metanitroparatoluidin.—A firm price tone characterized the trading. Business was limited to necessary requirements.

Nitrobenzene.—Inquiries reached the market in good volume, and withdrawals against contracts were steady. Sellers adhered to quotations in force previously.

Orthotoluidin.—The market experienced no unusual developments. Demand was limited to take care of regular requirements. Prices were firm.

Paranitrotoluene. — Interest in the market was maintained at good levels during the past week. No change was reported in the quotations.

Phthalic Anhydride.—A good volume of orders continued to enter the market, representing necessary replacements against existing contracts as a rule. Prices were without change.

Xylidin, Mixed.—No change occurred in the prices, and the market was firm. Demand was steady.

Coaltar Colors

A steady demand prevailed in the market for most coaltar colors last week. Buying was more orderly, and volume showed some decline from the peak levels recorded at the outbreak of the war. Operations in important consuming channels held at comparatively good levels. An active inquiry prevailed for export, and some good size shipments have moved out during the past several weeks to countries formerly supplied by the beligerent nations. The market showed no alteration as far as prices were concerned, but the tone of the market was one of firmness. Sellers expected to make known prices for next year within a short time. September imports of coaltar colors, dyes and stains totaled 284,841 pounds, valued at $497,340, of which 163,627 pounds came from Switzerland and 95,827 pounds from Germany. Forty-eight new shades are listed in the 1940 Spring Silk Color Card issued by the Textile Color Card Association. Spring fashion interest, according to the report, centers around mistones featured in the card. Twelve radiant gaytones, also featured, offer new accents to darker Winter costumes. High style favor for costumes of single colors was reflected in a collection of individual basic shades captioned monotones.

Current prices on coaltar products are given in the alphabetical list of prices beginning on page 7

Price Movement Probe To Be Conducted by TNEC

—Continued from page 3

If TNEC is still not satisfied with the explanation of the price increase, the Federal Trade Commission or the Department of Justice will be asked to make a field survey, and following this the committee may hold a public hearing where all interested persons would be given an opportunity to make complaints or justify the price increase.

The price summary, announced today, which probably will be followed by other summaries at later dates, includes the following items in a list of price changes between August 26 and October 21:—

	Percent increase.
Antimony	17
Copper, electrolytic	20
Flaxseed	17
Lead, pig, desilverized	9
Quicksilver	77
Tin, pig	13
Zinc, pig, slab	34

Manchurian Soybean Industry Under Government Control

OPD Washington Bureau
November 3, 1939

Manchuria's important soybean industry will henceforth operate under widespread government supervision, according to a report to the Department of Commerce. An officially-sponsored organization known as the "Manchukuo Staple Products Company" recently organized will have complete control over all matters concerning soybeans, bean cake and bean oil.

Exporters expressed the belief that little will be done beyond the liquidation of the exchanges, or at the most, that the new company will buy beans from existing collecting organizations at fixed prices for resale exporters. In order to compete on the international market, the report said, the official company may have to sell to exporters at a loss, in which case such loss will be absorbed by the Manchurian government, which is said to be trying to expand the soybean trade with neutral countries, including the United States.

Coaltar Dye Exports Up Sharply in September

OPD Washington Bureau
November 8, 1939

United States exports of coaltar colors, dyes, stains and color lakes advanced sharply to 1,024,000 pounds valued at $610,245 in September, more than double the amount shipped to foreign countries in the corresponding month of last year, the Chemical Division of Department of Commerce announced today.

More than half the total, or 694,000 pounds, went to Canada in September. China was second with purchases aggregating 77,000 pounds during the month, followed by Belgium with 31,000 pounds; Brazil, 29,000 pounds; British India, 28,000 pounds; Sweden, 23,000 pounds; Mexico, 22,000 pounds; and Cuba, 18,500 pounds. Smaller shipments went forward to thirty-seven other countries during September.

Algoma Steel to Build Light Oil Refinery Plant

Pittsburgh, Pa., Nov. 9, 1939

The Algoma Steel Corporation, Ltd., has awarded a contract to Koppers Company, engineering and construction division, for the construction of a light oil refining plant at Sault Ste. Marie, Ontario. The plant is to be ready for operation at the earliest possible date. The amount of the contract was not announced.

Fabric Finishing Discussed

The finishing of yarn-dyed fabrics is comprehensively discussed in the September issue of *Dyestuffs*, monthly publication of the National Aniline & Chemical Company, this city. Other articles treat the subjects of "Screen Printing versus Roller Printing," "The Manufacture of Felt," and "Bleaching Straw Hats." A compilation of formulas of new shoe and leather colors also appears in the publication. Copies of the booklet may be secured by addressing the National Aniline & Chemical Company, 40 Rector street, New York, mentioning the REPORTER.

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TRADE MARK

Paint, Varnish, Lacquer Materials

Titanium Pigments Unchanged in Price for 1940 Contracting —China Clay to Be Sold at Higher Figure—Casein Easier—Further Declines in Turpentine

Contracts for sale of titanium pigments in 1940 are being offered this week on the same price basis that is now in force. Suppliers of zinc oxides and lithopones had not taken a definite stand as yet but it was doubtful if they would revise the current price for their 1940 contracts. Sellers of various earth and chemical colors made no announcement regarding prices but a major supplier of china clay will negotiate next year's contracts with a price that is higher than the one quoted at present. The majority of producers of raw paint materials will wait until the end of this month before making a final decision.

The market last week was at about the same level as the previous period with a few exceptions. Carbon black sales remained good and interest in titaniums and zinc pigments continued unabated. The market for natural and synthetic gums was quiet. Glues continued strong but casein was easier in view of a slackening demand.

Turpentine again weakened and some grades of rosin also had a downward trend at times, but the undertone of Southern markets continued to be regarded as firm. New business was quieter but a steady movement on contracts was reported. Receipts at primary points were lighter than had been expected. Government holdings of rosin and turpentine showed a further loss.

The Treasury Department procurement division has approved an amendment to the federal specifications for red lead, dry and in oil, to become effective January 15, 1940. Copies of the amended stipulation, TT-R-191a, may be procured from the Superintendent of Documents, Government Printing Office, Washington, at 5 cents each.

Price Changes

Prices were changed during the past week as follows:—

Advanced

Rosin, gum, medium, 10c. to 15c. per 280 lbs.

Reduced

Rosin, gum, pale, 5c. to 10c. per 280 lbs. Turpentine, gum, ½c. per gal.

Comparative Values

Index numbers compiled from eleven typical paint and varnish materials on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
131.2	**131.2**	**131.2**	**131.1**

Market news that may have developed after this report was sent to press will be found on page 4.

Metallic Lead and Zinc

The lead market started the week in quiet fashion with no particular changes noted from conditions that prevailed the previous period. As the week went on the market became a bit better from the sellers' standpoint. Zinc remained quiet and unchanged throughout the week. The British ministry of supply announced that the government has arranged to buy Canada's entire output of lead and zinc for the duration of the war after all Canadian domestic demands had been met.

Lead.—Prevailing spot prices at New York, East St. Louis and London for the period from November 4 to November 10, inclusive, were as follows:—

	Pigs		
	Per pound		Spot. London. Per ton
	New York.	E. St. Louis.	£ s. d.
Saturday	$0.0550@.0555	$0.0535	.. .. ..
Monday	.0550@.0555	.0535	.. .. ..
Tuesday	.0550@.0555	.0535	.. .. ..
Wednesday	.0550@.0555	.0535	.. .. ..
Thursday	.0550@.0555	.0535	.. .. ..
Friday	.0550@.0555	.0535	.. .. ..

* London exchange closed.

Zinc.—Prevailing spot prices at New York, East St. Louis and London for the period from November 4 to November 10, inclusive, were as follows:—

	Slabs		
	Per pound		Spot. London. Per ton
	New York.	E. St. Louis.	£ s. d.
Saturday	$0.0690	$0.0650	.. .. ..
Monday	.0690	.0650	.. .. ..
Tuesday	.0690	.0650	.. .. ..
Wednesday	.0690	.0650	.. .. ..
Thursday	.0690	.0650	.. .. ..
Friday	.0690	.0650	.. .. ..

* London exchange closed.

Pigments

Litharge.—Buying continued to be moderate with the price unchanged.

Lithopone.—Spot buying and takings against contract were irregular during the week. The price was firm.

Orange Mineral.—Reflecting the steadiness of the pig lead market, this oxide was unchanged last week. Demand was fair.

Red Lead.—Buying by battery makers was off last week and the paint trade's taking was also lighter. The price was firm.

Titanium Pigments.—Material will be offered on contract during 1940 on the same price basis that is now in force. Demand last week continued good and the price was firm.

White Lead.—Interest in the dry material was at a lower level last week while the in-oil product was unchanged. Prices were firm.

Zinc Oxides.—Favorable requests for shipments continued to appear at regular intervals and quotations were steady or firm.

Fillers and Extenders

Barytes.—No news regarding 1940 contract prices was forthcoming last week. The market for domestic material was unchanged. Importers reported that small amounts were coming in from abroad but the shipments were very irregular.

China Clay.—Material will be offered for 1940 on contract at a price that is 50c. per ton higher than that now quoted.

Gypsum.—The Bureau of Mines reports that sales of calcined material for manufacturing plate-glass and terra cotta were 9,442 short tons during the third quarter of 1939, compared with 5,260 in the same period last year, an 80 percent increase. Sales for pottery works were 4,537 short tons, 19 percent higher than during July-September, 1938, when they totaled 3,816. Sales for dental and orthopedic plasters were 2,273, against 1,873 and sales for other manufacturing uses were 11,967, against 23,475.

Whiting.—Both the domestic and Belgium products were fairly active with all prices firm.

Varnish Gums

The market for all grades was a bit more quiet last week. Shipments had about returned to their normal tonnages and were arriving in regular fashion. Prices were at about their proper levels and were firm and unchanged.

Synthetic Resins

Ester gum was firm at 6¼c. to 6½c. per pound in the New York area with demand at about the same level as last week. As reported in the last issue, one major supplier is offering 1940 contracts at the unchanged price of 6½c. Other producers advised that no definite decision had been made.

Shellac

Calcutta was a higher and firmer shellac market last week and still there was not a great deal of buying for the account of local importers. Spot dealers reported a somewhat slower flow of demand from consumers and distributors, but the market was still rea-

Current prices on paint, varnish and lacquer materials are given in the alphabetical list of prices beginning on page 7

● It takes the expert touch of skilled hands to insure the unvarying uniformity of our line of Ultramarine and Cobalt Blues. They are of standard specialized types to meet the exacting needs of today's manufacturers of Paint and Printing Inks. Throughout every step in their processing, their quality is safeguarded by our own supervision in our own plant. We also offer a full range of types for the Paper, Rubber, Soap, Linoleum and Textile Trades. Wire or write today for generous free working samples.

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sonably active and prices remained firm. In fact, on orange gum, they continued to be practically nominal since the unsold stocks were very small and holders could name prices without the fear of much competition. Buyers of bleached material began to show interest in futures now that their contracts to the end of this year have been well taken out. The interest showed itself in deliveries to be made during the first quarter of next year. So far as the future of shellac supplies was concerned, it was felt that no actual shortage would develop. Stocks in India were of fair size and movement of them to this market was expected to improve, albeit freights and insurance gave every promise of remaining high.

Dry Colors

Bone Black.—Conditions surrounding the market were unchanged from the previous week. No reports were made regarding 1940 but the price will probably be unchanged for the first quarter, at least.

Carbon Black.—Producers were still uncertain regarding 1940 contracts. Sales volume last week continued at a good level with regular buying by tire makers in evidence.

Cadmium Red.—The price was firm and unchanged at 75c. to $1.05 per pound.

Cadmium Yellow.—Material was offered at the previous price of 50c. to 55c. per pound.

Carmine No. 40.—Sales were made at $4.85 to $5 per pound with buying at a fairly good level.

Mercuric Oxides.—Conditions surrounding the market were unchanged during the period under review. Offerings were made at $2.41 per pound for the technical red material and $2.26 for the yellow.

Ultramarine.—Producers will probably wait until next month before announcing 1940 contract prices. Consumption held up fairly well last week and quotations were unchanged.

Vermilion.—The quicksilver product continued to be quoted at $2.70 to $2.79 per pound with sales limited.

Driers

Takings against contracts were a bit heavier last week. Spot demand was about unchanged and all prices continued steady or firm.

Current prices on paint, varnish and lacquer materials are given in the alphabetical list of prices beginning on page 7

Naval Stores

Quieter conditions prevailed in Southern and local markets for rosin and turpentine last week so far as new domestic business was concerned. A steady movement to consumers and dealers on contracts was noted in some cases, but new business was apparently curtailed by the prevailing uncertainty concerning political affairs and by the action of outside markets which also appeared to reflect more or less hesitation and uncertainty.

A further decline occurred in turpentine, the Savannah market dropping to 25½c. early in the week, and some grades of rosin also had a downward trend at times although the undertone of primary markets was still regarded by some as firm. Offerings in primary centers were generally light, buying interest being sufficient in the main to absorb the fresh supplies.

Weekly statistical returns covering supplies in the hands of the CCC under loans to producers again made a rather bullish exhibit, stocks showing a further decrease. Rosin stocks showed a loss during the period from October 28 to November 3, inclusive, of 6,206 barrels and 5,141 drums, while supplies of turpentine fell off 1,787 barrels. Receipts at primary points last week were smaller than some had expected and it was said that there was no probability of larger arrivals until the work of gathering the scrape crop gets under way, operations of this character apparently having been held up by the unusually high temperatures for this time of the year that have prevailed in many parts of the South.

CCC Loan Holdings

The following table shows the stocks of rosin and turpentine held November 3 by the CCC under loans on the 1938 crop:—

	Rosin		Turpentine.
	Barrels.	Drums.	Barrels.
Savannah	131,054	2,137	.....
Jacksonville ..	194,607	2,862	15,246
Brunswick	98,343	6,103	.....
Mobile	16,212	10,554	.....
Pensacola	28,157	192	.....
Valdosta	124,529	4,880	6,677
Totals	592,902	26,728	21,923
Pre-week	599,108	31,869	23,710

Mexican Gum Crop Light

According to a report from consular sources, the output of naval stores throughout the Durango area of Mexico was greatly reduced in September owing to heavy rains in the mountains. Estimates place the production for the month at approximately 7,000 gallons of turpentine and 100 metric tons of G, H, and I grades of rosin. Sales for the month totaled 24,000 gallons of turpentine to the United States and 150 metric tons of H, I, and K grades of rosin, all of which was used by domestic consumers. It was estimated that the stocks left on hand amounted to about 13,000 gallons of turpentine and 378 metric tons of rosin.

Turpentine.—Business in the local market continued along rather narrow lines last week, many consumers and dealers still being disinclined to purchase in advance of current requirements. In some cases a fair inquiry was reported for comparatively small quantities for prompt shipment. There was further shading of quotations in company with developments in the South.

SAVANNAH, Nov. 10.—The trend of turpentine prices was downward at times. Following is a record of the market for the week:—

	Cents per gal.	Barrels Sales.	Re-ceipts.	Ship-ments.	Stocks.
*Saturday...	..	...	...	...	.....
Monday ...	25½	124	134	15	25,229
Tuesday ...	25½	42	463	...	25,692
Wednesday.	25½	29	177	...	25,869
Thursday...	25¼	106	171	...	26,040
Friday.....	25½	52	293	...	26,333

* No trading.

JACKSONVILLE, Nov. 10.—The turpentine market was quiet. Following is a record of the market for the week:—

	Cents per gal.	Barrels Sales.	Re-ceipts.	Ship-ments.	Stocks.
*Saturday...	..	...	...	...	.....
Monday ...	26	...	211	82	51,152
Tuesday ...	26	...	113	...	51,265
Wednesday.	26	...	83	132	51,216
Thursday...	26	...	75	...	51,291
Friday.....	26	...	144	93	51,342

* No trading.

PENSACOLA, Nov. 4.—Turpentine receipts were lighter. Following is a record of the market for the week:—

	Barrels Re-ceipts.	Ship-ments.	Stocks.
Monday	24	1,378	18,408
Tuesday	89	122	18,375
Wednesday	36	...	18,411
Thursday	57	...	18,468
Friday	8	28	18,509
Saturday	61	...	18,529

London Turpentine Stocks

Stocks of American turpentine in London were:—

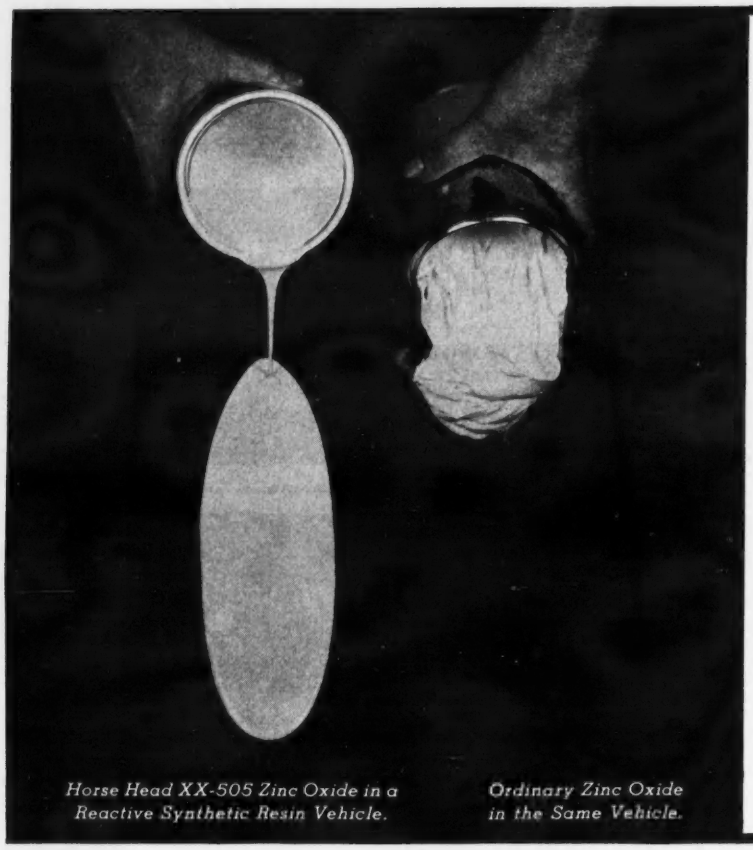
	Nov. 10.	Previous week.	Last year.
Barrels	20,796	19,201	25,550

Rosin.—The local market was rather quiet last week. In some quarters a fair volume of orders was reported, but purchases were generally limited to comparatively small quantities to fill the current requirements of consumers. Prices showed irregularity in company with the course of quotations in primary centers, changes being moderate.

SAVANNAH, Nov. 10.—Price movements were moderate in the local market for rosin. Following is a record of the market for the week:—

	Price per unit—Low of range quoted— *Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
B	...	$4.00	$4.00	$4.00	$4.00	$4.00
D	...	4.10	4.20	4.20	4.20	4.20
E	...	5.10	5.10	5.10	5.35	5.35
F	...	5.20	5.30	5.10	5.35	5.35
G	...	5.40	5.25	5.35	5.55	5.55
H	...	5.45	5.35	5.45	5.55	5.55
I	...	5.65	5.50	5.55	5.60	5.60
K	...	5.65	5.50	5.60	5.60	5.60
M	...	5.65	5.50	5.60	5.60	5.60
N	...	5.70	5.60	5.65	5.65	5.65
WG	...	5.90	5.80	5.80	5.80	5.80
WW	...	6.35	6.25	6.30	6.30	6.30
X	...	6.35	6.25	6.30	6.30	6.30
		Barrels				
Sales	...	216	316	161	594	86
Receipts..	...	774	622	949	788	516
Shipments	...	88	550	260	...	...
Stocks—						
	...	235,030	235,102	235,791	236,579	237,095

* No trading.



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Horse Head XX-505 Zinc Oxide is suggested for use in interior gloss paints and enamels, synthetic resin type exterior enamels and lacquers, exterior house paints and trim and trellis paints. Use the coupon for your sample.

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New Jersey zinc

HORSE HEAD XX-505 ZINC OXIDE

JACKSONVILLE, Uov. 10.—Rosin was quiet and steady. Following is a record of the market for the week:—

	Price per unit—Low of range quoted					
	*Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
B	...	$3.75	$3.75	$3.75	$3.75	$3.75
D	...	4.00	4.00	4.00	4.00	4.00
E	...	5.05	5.05	5.05	5.05	5.05
F	...	5.25	5.25	5.35	5.25	5.25
G	...	5.35	5.35	5.35	5.35	5.35
H	...	5.45	5.45	5.45	5.35	5.35
I	...	5.60	5.60	5.60	5.45	5.45
K	...	5.65	5.65	5.65	5.50	5.50
M	...	5.65	5.65	5.65	5.50	5.50
N	...	5.70	5.70	5.70	5.60	5.60
WG	...	5.90	5.90	5.90	5.75	5.75
WW	...	6.25	6.25	6.25	6.25	6.25
X	...	6.25	6.25	6.25	6.25	6.25
	Barrels					
Sales	...	...	...	...	103	...
Receipts	...	687	455	468	527	1,087
Shipments	...	...	187	247	110	2,303
Stocks—	...	340,739	341,004	341,228	341,645	340,699

* No trading.

PENSACOLA, Nov. 10.—The rosin market was quiet and steady. Following is a record of the market for the week:—

	Barrels					
	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
Receipts	124	331	208	189	27	203
Shipments	1,647	2	...	129	342	1,360
Stocks	60,821	61,150	61,358	61,518	60.048	60,361

CHICAGO, Nov. 10.—The rosin market is firm and fairly active. Ruling prices at the close of business last night were:—B grade, $7 per lot of 280 pounds; G grade, $8.35; M grade, $8.60; W.W. grade, $9.30.

Pine Oil.—There was a steady movement into local and other consuming channels, but new business, according to some reports, was less active. The market retained a steady tone.

Pitch.—Quotations in the local market for spot material were apparently well maintained, with the prevailing tone firm. Business lacked snap, but there was a fair demand for moderate lots.

Rosin Oil.—No broadening of trade was noted, consumers being disposed to adhere to a conservative course in making purchases. The call for moderate lots, however, was fair. Quotations were steady.

Tar.—The market was firm at recently advanced levels. There was a steady movement to local and outside consumers on contracts and transient orders.

Lacquer Materials

Business in the market for lacquer materials and solvents remained steady last week. Shipments moved to many consuming channels in fair size volume, although some leveling off from the peak levels registered in September and October were discernible. A good export inquiry prevailed for many materials. No change occurred in the quotations, but sellers were directing attention toward next year's contracts. Announcement concerning first quarter prices were expected to be released within the next few weeks, and with the spot position of the market so firm some advances were to be looked for.

Acetone.—Shipments moved to various consuming channels in a steady manner last week. Export inquiries were active. The market remained in a very firm position, and prices were well sustained. September exports totaled 2,391,708 pounds, valued at $155,159, of which 320,639 pounds went to Belgium; 288,270 pounds to The Netherlands; 408,975 pounds to Sweden; 158,731 pounds to Canada; 101,128 pounds to Canada and 713,651 pounds to Japan.

Butyl Acetate.—Withdrawals against contracts continued in good volume throughout the week just closed. A firm price tone remained in evidence. September exports amounted to 621,386 pounds, valued at $49,420, of which 309,820 pounds went to Australia.

Cellulose Acetate.—Demand was active in the market last week. Spot and contract shipments were made in good volume. No change was disclosed in the quotations and the market was firm.

Diamyl Phthalate.—Quotations were without change and firm during the past week. Interest in the market was steady.

Ethyl Acetate.—Dealings in the market were reported as satisfactory in most directions. Sellers adhered to quotations in force previously.

Glues and Binders

Casein.—Domestic prices were a bit easier last week. Production was off and there was a decided lack of adequate supplies but the market was duller in view of a greatly decreased demand. The 20-30 mesh was quoted at 19c. to 20c. per pound. Argentine material was about unchanged with the price of 20-30 mesh material continuing at 15c. to 17c. per pound.

Glues.—A bit more activity was re-

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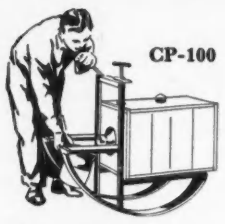

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Takes "back-breaking" and danger out of barrel, drum and fibre container handling. Picks them up regardless of size of bilge, weight or contents without operator touching them. Safety band prevents side rolling or falling off. Safely carries up to 800 lbs. Hyatt bearing equipped wheels. Sturdy construction to resist "roughneck" handling.

BT-1

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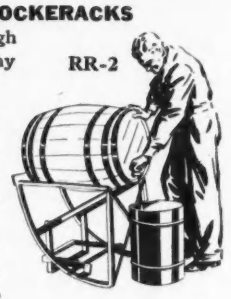

RR-2

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One man can safely and quickly move carboy—no danger of spillage or dropping. Pedal spreads carrying arms which grip carboy under cleats. Hands left free. Well balanced; requires little effort to lift and roll full or empty carboy. Quickly pays for itself in time saved and accidents avoided. Sturdy steel construction.

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Representatives Everywhere

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ported than during the preceding week. Prices were unchanged but continued very strong as quoted.

Reichhold Chemicals Plans Erecting So. Amer. Plant

The expansion plans of Reichhold Chemicals, Inc., contemplate the establishment in the near future of a manufacturing plant in South America. C. J. O'Connor, executive vice-president of Reichhold Chemicals, is now en route to Fortaleza, Rio de Janeiro, Sao Paulo Buenos Aires, Montevideo, Santiago, Lima and Valparaiso to conduct an economic survey among South American paint, varnish, lacquer and enamel manufacturers for the purpose of determining the most strategic location for the new unit.

Plastic, Coldwater Paint Calcimine Sales Up

Sales of plastic and cold-water paints and calcimines reported by sixty manufacturers to the Bureau of Census for September, 1939, were as follows:—

Plastic Paints

	Pounds.	Value.
Paste, casein-bound	113,770	$14,002
All other	92,599	8,831
Dry, casein-bound	288,458	20,176
glue-bound	125,835	6,051
Totals	620,662	$49,060

Cold Water Paints

	Pounds.	Value.
Exterior, lime or cement-bound	859,308	$62,228
casein-bound	345,608	18,013
Interior, case-bound, paste or semi-paste form	278,532*	298,768
dry-powder form	1,107,543	80,166
glue-bound	425,472	10,114
Totals	.....	$469,289

Calcimines

	Pounds.	Value.
Hot water	3,641,657	$137,201
Cold water	3,061,390	142,005
Totals	6,703,047	$279,206

* Gallons.

Sales of these products for September compared with the corresponding period of 1938 were as follows:—

		1939.	1938.
Plastic paints	lbs.	620,662	542,470
	value.	$49,060	$41,639
Cold water paints	value.	$469,289	$381,594
Calcimines	lbs.	6,703,047	6,823,904
	value.	$279,206	$282,487

Moore Honored by N.Y. Unit Of Chemical Engineers Ass'n

Dr. Robert J. Moore, of the Bakelite Corporation, Bloomfield, N. J., was the guest of honor at a dinner held in the Chemists' Club, this city, November 3, by the New York chapter of the American Institute of Chemists, of which he is the national president.

Addresses on various phases of the guest of honor's activities were given by Prof. Marston T. Bogert of Columbia University, Dean W. T. Read, of Rutgers University, Dr. Maximilian Toch, Dr. Robert Peyton Calvert and Dr. Foster Dee Snell. Dr. Moore's address was on the subject of "Freedom in the Scientific Society."

"Nuade" Paste Grinding Aid Described by Nuodex Company

How "Nuade," a newly developed pigment grinding conditioning agent, makes possible faster and more economical roller mill production is explained in a leaflet issued by the Nuodex Products Company, Elizabeth, N. J. "Nuade" is said to be a neutral, non-reactive, viscous material which, added to any type of pigment paste grinding increases the output, assures better dispersion, lowers production cost, and provides greater flexibility in plant operation.

In grinding operations it is explained that "Nuade" changes the transfer characteristics of the paste and temporarily holds the pigment agglomerates motionless while the energy of milling is applied. Use of from one-half to one percent of this new material, according to the type of paste being run and the type of mill, is said to increase output as much as 300 percent. Copies of the leaflet fully explaining "Nuade" may be obtained by addressing the Nuodex Products Company, Elizabeth, N. J., mentioning the REPORTER.

Linseed Oil Consumption Down

Data compiled by the Flax Institute of the United States show that production, consumption, imports and exports of linseed oil during the quarter of 1939 ended with September were as follows:—

	Gallons.
Stocks on hand June 30	17,374,634
Production, third quarter	17,910,158
Imports, third quarter	1,541
Total	35,286,333
Less stocks on hand September 30	14,906,689
Consumption, third quarter	20,289,644
Exports	55,781

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Obituaries

William H. Brown

William H. Brown, an authority on tropical plants, died of a heart attack in his home in Baltimore November 9. He was fifty-five years of age.

Born in Richmond, Va., Dr. Brown graduated from Richmond College with the degree of bachelor of science in 1906, and received a Ph.D. from Johns Hopkins University in 1910. In 1911 he went to the Philippines as plant physiologist of the Bureau of Science. He directed the bureau from 1924 to 1933. He was chief of the division of investigation of the Bureau of Forestry at Manila from 1918. He was the author of numerous textbooks on botany.

William A. Dail

William A. Dail, Cincinnati branch manager for the National Lead Company, died November 7, in a hospital in that city. He was sixty-nine years of age.

A native of Lansing, Mich., Mr. Dail, who had been affiliated with the National Lead for forty years, was made Cincinnati sales manager in 1918, subsequently being named branch manager. He is a former president of the Cincinnati Paint, Varnish and Lacquer Association. He was a director of the Georgia Lead Company, Atlanta, Ga.; the American Lead Company, Indianapolis, Ind., and the Atlas National Bank. Surviving are his wife and three daughters.

Edward S. Davis

Edward S. Davis, who served as secretary of the Detroit Chemical Works for forty years, died October 21. He was sixty-six years of age.

Born in West Bay City, now Winona, Mich., Mr. Davis moved with his parents to Detroit in 1879, where he received his early education in the public school system. After attending high school, Mr. Davis started his business career as a newspaper reporter, subsequently becoming city editor of the Detroit Tribune, a morning paper now out of existence. He joined the Detroit Chemical Works, of which his father, John Davis, had been president, October 1, 1899, as secretary.

For a number of years after 1910 he also served as general manager of the company. During the World War he acted as consultant to the Detroit Ordinance Office. He held membership in the Michigan Sovereign Consistory, Moslem Temple and Mystic Shrine.

Among the survivors is his brother, Emerson Davis, who is affiliated with the Detroit Chemical Works.

Dr. Floyd K. Richtmyer

Dr. Floyd K. Richtmyer, dean of the graduate school of Cornell University, died in Ithaca, N. Y., November 8. He was fifty-eight years of age.

Born in Cobleskill, N. Y., Dr. Richtmeyer was graduated from Cornell in 1904, was instructor, then professor of physics there from 1908 to 1931, and was made dean of the graduate school in 1922. Dr. Richtmeyer received the Leavey Medal from the Franklin Institute in 1929 for his achievements with x-rays. He was credited with the formulation of laws of absorption of x-rays in matter. He was a former president of the American Physical Society.

John Henry Hubback connected with the International Institute of Agriculture, died in London, November 7. He was ninety-four years of age.

Mrs. Minnie S. Innes, wife of Otto G. Innes, of the O. G. Innes Corporation, varnish gums, this city, died November 3 after a brief illness. In addition to her husband, surviving are a daughter and two sons.

Edgar M. Jewell, for more than thirty years sales representative for the Orbis Products Corporation in the New York State, Canadian, and near-west territory, died October 27 at Fairport, N. Y. Prior to his association with the Orbis organization, Mr. Jewell was a member of the Canadian Board of Pharmacy and, later, a member of the New York state board as well.

Mrs. Catherine Harris Kelly, mother of Edwin F. Kelly, vice-president of Peasles Gaulbert Paint & Varnish Company, Louisville, Ky., died in her home in Louisville, October 27. Mrs. Kelly was eighty-nine years of age. Two other sons survive, Dr. Clinton W. Kelly, jr., and Walter Kelly, of New York.

Charles Louis Petze, previous to his retirement in 1927, manager of the fabricoid division of E. I duPont de Nemours & Co., died in Atlantic City, November 6. He was sixty-five years of age.

John J. White, on the sales staff of the American Can Company, this city, for the past forty years, died unexpectedly while riding to New York on the New York, New Haven & Hartford Railroad, November 7. He was eighty years of age.

Devoe & Raynolds Names Mathews Trade Sales Head

The Devoe & Raynolds Company, paint manufacturer, this city, has appointed W. H. Mathews vice-president in charge of the trade sales division. Mr. Mathews has also been elected to the directorate of the company.

W. H. Mathews

Mr. Mathews for some twenty years has been connected with Remington-Rand in executive capacities, since 1937 as vice-president and chairman of the general sales committee, having also served as a director of the Office Equipment Manufacturers Institute. With the Devoe & Raynolds Company, Mr. Mathews will assume charge of all trade sales including store and warehouse activities for Devoe and its various subsidiary companies.

Oil Lease Depletions Defined by High Court

OPD Washington Bureau
November 6, 1939

Treasury regulations covering oil and mineral depletion allowances for Federal income tax purposes were upheld by the Supreme Court of the United States today in cases brought by the Wilshire Oil Company and the F. H. E. Oil Company. Circuit courts had ruled differently on this question, and a large number of cases on the depletion regulations are pending in the Board of Tax Appeals.

In the case of oil and gas wells the statute permits an allowance for depletion of 27.5 percent of the gross income from the property but not to exceed 50 percent of the net income of the taxpayer computed without allowance for depletion. The court ruled that, where an oil company treated development costs as current expenses at the time they were made, it cannot later treat development expenses as capital items in order to increase its depreciation allowance. Under the decision, a company computing its net income for the purpose of applying the 50 percent limitation must deduct development expenditures where it deducted these in computing its taxable net income.

Monsanto Wins Merit Awards For Polyvinyl Acetal Resins

For developing two new types of plastics materials which were placed on the market during 1939, Monsanto Chemical Company's plastics division at Springfield, Mass., has been honored by the Associated Industries of Massachusetts.

Roy F. Williams, general manager of Associated Industries of Massachusetts, announced that Monsanto had been selected for merit awards for the development of polyvinyl acetal resins for making the new high-test automobile safety glass, and for similar work in making widely available the plastic molding material, polystyrene.

Western N.Y. Production Club to Add Members

Buffalo, N. Y., Nov. 9, 1939

Gordon Babcock, director of research and development at the Reynolds Metal Company, Louisville, was guest speaker at the November meeting of the Western New York Paint and Production Club. He discussed the proper use of aluminum powder and paste in the manufacture of primers, finished coats and roofing paints.

Edward J. Butler, chairman of the program committee, reported it was decided to have the club arrange a joint meeting with the Buffalo Paint, Varnish and Lacquer Association in January. A. T. Montayne, president of the club, and Edward J. Zimmer, secretary, also spoke briefly. It is the hope of the production club to extend its membership as far eastward as Syracuse this year. The Buffalo and New York City organizations are the only production clubs in the State.

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National Paint, Varnish & Lacquer Association

Fifty-first Annual Meeting

San Francisco: October 30 to November 3, 1939

In two respects the fifty-first annual convention of the National Paint, Varnish and Lacquer Association, October 31 to November 3, in San Francisco, was particularly and timely interesting. One of these was the conference on trade sales; the other was the newly introduced technical forum.

Special attention was attached to the trade sales conference because of the growing belief that the industry was not getting its expectable share of the consumer's spending dollar. This, it was indicated in the course of the conference, was attributable to failure of the industry as a whole and in large part of the individual manufacturers composing it, adequately to present the usefulness and value of its products and their availability—in other words, to do a sufficient selling job—in spite of the

Ernest T. Trigg
Re-elected N.P.V.L.A. President

enterprise represented by some individual advertisers and by the cooperative campaigns on "Save the Surface" and "Clean Up and Paint Up."

In recognition of the desirability of more adequately endeavoring to make use of the opportunity presented by the widely obvious need for painting the association decided to resume cooperative advertising to the public. Its purpose in this respect was stated in the following resolutions unanimously adopted:—

Resolved: That the National Paint, Varnish and Lacquer Association in convention assembled in San Francisco November 1, 1939, hereby records its approval of the idea of a national advertising or publicity campaign to be separately financed from the association's current activities; and be it further

Resolved: That the proper officers of the association are hereby authorized to proceed promptly with the creation of a committee to work out the detailed plans of such a program, including an equitable or pro-rata basis of financial support on the part of all interested manufacturers, and that such plan be submitted to all manufacturers of trade sales products for their individual consideration and action at as early a date as possible.

Action on the cooperative advertising plan was taken following the trade sales and Council for Paint Styling sessions, at which speakers detailed the inadequacy of current merchandising activities of the industry and other speakers outlined the value of time payment selling and paint styling as sales tools which, if properly employed, would tend to correct the undersold condition of the paint market.

The first business session of the convention was held in the Hall of the Western States in the Golden Gate International Exposition, the San Francisco fair having been reopened for the entertainment of the association. At this session greetings were presented and cooperation offered by the following representatives of related national organizations in addition to a telegram from the president of the Chamber of Commerce of the United States:—

National Retail Lumber Dealers Association—F. Dean Prescott.

Federation of Paint and Varnish Production Clubs—A. E. Stauderman.

Painting and Decorating Contractors of America—Henry Afman.

National Paint Salesmen's Association—S. R. Matlack.

President's Address

Expressing gratification and expectation with respect to this, the association's first meeting in San Francisco, President Ernest T. Trigg gave his annual address of office while the vice-president, Frank L. Sulzberger, occupied the chair. Mr. Trigg opened his address with a summarization of the details of the association's setup, appreciations for his associates in the official family and the headquarters personnel and the members of the various committees, outlining briefly the functions of departmental staffs and committee members.

Chinawood Oil Situation

Because of the timely importance of its services he dwelt more expansively on the functioning of the special committee on chinawood oil, saying:

Our committee on chinawood oil was created at the time the Universal Trading Corporation was organized with Chinese capital and the Export-Import Bank of the United States government arranged for advances totaling $25,000,000 to it, the repayment of such advances being guaranteed by the Bank of China. The Universal Trading Corporation through bringing into this country substantial quantities of chinawood oil and providing as far as possible an equitable distribution of this oil to the members of our industry, large, medium, and small alike, through established distributing channels, has rendered a valuable service. Our committee, under the chairmanship of deLancey Kountze, chairman of the board of the Devoe & Raynolds Company, has worked closely with the Universal Trading Corporation and with the importers in an effort to see that the oil available was fairly distributed.

The committee has from the beginning considered that, in view of the emergency in China, the question of a suffficient supply of wood oil was of the first importance and that in addition to doing what it could to cooperate in assuring sufficient quantities, it should use its proper influence in every way to keep the price down and to prevent run-away markets.

Let me take this opportunity, too, to state publicly what is already known to many of you, namely, that the committee has been particularly concerned about the interests of the smaller consumers, many of whom are located inland and who do not have storage facilities or do not feel disposed to invest in tankcar shipments. For the purpose of insuring continued service to such manufacturers, the committee has from the beginning insisted that the facilities of the available distributing factors ordinarily referred to as importers should be continued insofar as distribution of the Universal Trading Corporation oil is concerned. Obviously without these established facilities, the supply problem from the small manufacturers' standpoint would be a difficult one. Representatives of the importers have cooperated with your committee actively and we expect they will continue to do so.

In an effort to get last-minute information as to the situation respecting smaller manufacturers, we asked one concern in each of sixteen manufacturing centers to check with other local manufacturers and to advise us "if smaller manufacturers unable to get or having serious difficulty in getting chinawood oil needed for current purposes not speculative or future supplies." We have received this information from all but two of the communities to which our telegram went and in each instance the information we have received is that the smaller manufacturers are able to get their chinawood oil supplies for current purposes. Typical of the answers are the following:—

"No shortage chinawood oil in this market at present."

"Smaller manufacturers report no trouble getting sufficient chinawood oil for current needs."

"Smaller manufacturers in this locality report no shortage of chinawood oil for current needs."

"Drum buyers wood oil report no difficulty getting deliveries."

"Smaller manufacturers not having any difficulty obtaining spot shipments from one or more sources."

"No trouble for smaller manufacturers to obtain chinawood oil for current purposes," etc.

One of the contacts to which we wrote states that in addition to checking up with competitors locally, he contacted representatives of dealers inquiring if he could get 20 drums of chinawood oil for immediate shipment. Each of the three dealers promptly advised that they could furnish the 20 drums, one said from his own stock and the others said for shipment that day from the company's headquarters.

So, it would appear that there is no immediate distress so far as the smaller manufacturers are concerned with respect to getting the oil they need currently. In practically all of the answers we got, however, there is complaint about the price. Here are some of the comments on this subject:

"Price high around 28 cents."

"There is quite a difference in the prices local manufacturers have paid and are paying."

"Manufacturers don't like price."

"All complain bitterly of the price they must pay."

I believe most of the manufacturers in our industry recognize that there are, broadly speaking, two sources from which the imports or dealers are presently obtaining chinawood oil. One is the Universal Trading Corporation, which is to all intents and purposes an agency of the Chinese government with stocks in New York from which they supply dealers only, and the other is through the importers' direct purchases from such sources as they can obtain it including China. We are reliably informed that usually because they are not able to get a sufficient quantity to supply the needs of the trade from the Universal Trading Corporation, the importers are usually paying a higher figure to keep their customers supplied.

Your committee has on several occasions discussed with representatives of the importers and of the Universal Trading Corporation the establishment of some sort of a basis on which all of the chinawood oil which comes into the country might be pooled and an average price established thereon, but there are many objections to this, and so far at least it just has not been possible to accomplish that result. The immediate situation, therefore, might be summed up as follows:—

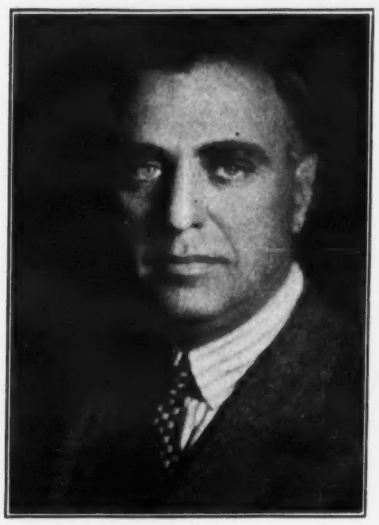
1. Universal Trading Corporation sells only to dealers at the same price to all of them.

2. Universal Trading Corporation cannot supply all of the oil which they are called upon to furnish.

3. Universal Trading Corporation so far as its stocks will permit supplies oil to dealers for replenishment of their own tanks from time to time.

4. Some of the importers are bringing in oil directly, the cost of which varies with each consignment.

5. The result of this is that the prices charged by importers for so-called "free oil" will vary depending upon the cost,



Frank L. Sulzberger
Re-elected N.P.V.L.A. Vice-President

one importer's price today being higher than another and vice versa tomorrow.

Your committee feels that the importers in the main have done a good job in keeping the trade and especially the smaller manufacturers supplied, and while we cannot express ourselves on the question of the prices which have been or are being charged by individual importers, we do recognize that there is a variation in their own costs so far as so-called "free" oil is concerned, and we are very sure that they will be glad to discuss this directly with any one of their customers should they so desire.

This situation is again one affected by supply and demand. The evidence we have gathered and reported on so far as the situation of the smaller manufacturers at various manufacturing points is concerned, makes it appear that there is a supply sufficient for immediate current needs. You are all familiar with the fact that arrangements were recently made with Japanese authorities, in the making of which your association took part, to secure the release of something over 5,000 tons of American-owned or contracted-for oil at Hankow. The first shipment of slightly more than 2,000 tons is on the way and is due in New Orleans December 17—port of unloading not yet known. Two additional vessels left Shanghai for Hankow October 19 to bring out the balance of this oil. While this is not much more than a month's requirements for our industry during an active month and under normal conditions, it nevertheless is of definite benefit and has probably had some influence insofar as releasing oil on hand is concerned as well as upon the price.

As to the prospects of adequate supplies during our busy season, there seems to be some difference of opinion. However, sources close to and in daily touch with the situation consider that unless something further happens to disturb the movement of wood oil from China that the current needs of the consumers should be fairly well taken care of.

Of course, we all recognize that the use of substitutes has made a big inroad in the consumption of chinawood oil. Some manufacturers report that they have discontinued completely the use of wood oil, and others that they have cut it out altogether in some products but are using a combination of substitutes and wood oil in others, depending upon the nature of the goods being produced.

It would seem a conservative estimate to say that the substitution in the aggregate

N.P.V.L.A. Officers Elected in 1939

President (re-elected for a term of three years), Ernest T. Trigg, Washington.

Vice-president, Frank L. Sulzberger, of the Enterprise Paint Manufacturing Company, Chicago.

Treasurer, S. R. Matlack, of George D. Wetherill & Co., Philadelphia.

New England regional vice-president, Franklin J. Lane, of the Boston Varnish Company, Boston.

Eastern regional vice-president, Roy B. Anderson, of the Brooklyn Varnish Manufacturing Company, Brooklyn.

Central regional vice-president, James A. Reardon, of the Reardon Company, St. Louis.

Southern regional vice-president, A. J. Anderson, of the Werner G. Smith Company, New Orleans.

Western regional vice-president, H. C. McClellan, of the North American Paint & Chemical Company, Los Angeles.

Vice-president representing the wholesale division, L. S. Wernli, of the Hansen Glass & Paint Company, Sioux City, Iowa.

Members of the executive committee for three-year terms, Marshall L. Havey, of the New Jersey Zinc Company, New York; L. P. Moore, of Benjamin Moore & Co., New York; E. S. Phillips, of the Devoe & Raynolds Company, New York; William Richter, of E. I. duPont de Nemours & Co., Wilmington, Del.; A. W. Steudel, of the Sherwin-Williams Company, Cleveland; H. S. Wherrett, of the Pittsburgh Plate Glass Company, Pittsburgh.

"That fellow knows the packaging business. He's had practical training in the factories, he has spent years in various phases of the business. But even more important than the time spent is the *kind* of experience he's had. He's been brought up, you might say, in the traditions American Can follows — complete service to all customers, a high regard for quality, a far-sighted attitude toward business. That kind of experience and perspective is valuable to us."

CANCO AMERICAN CAN COMPANY, 230 PARK AVENUE, NEW YORK, N. Y.

probably amounts to 30 percent to 50 percent. Against that, however, a definite increase in volume of business in our industry has occurred in the last few months which has increased the total amount of raw materials used, including drying oil, so that notwithstanding the introduction of substitutes the total tonnage demand for wood oil has held up fairly well.

Aggressive farseeing manufacturers are taking advantage of the need which exists to carefully study and work with substitutes, and are employing them wherever they can satisfactorily do so, with the result that the use of wood oil on a percentage basis is constantly decreasing. It is generally recognized that it is not wise for our industry to any longer be too dependent on one oil of this type, and that the use of substitutes now available, or which will be developed, will continue in the future after the present emergency is over. I have gone into this detail with you today because we want everyone in the industry to know first-hand as much as they can regarding this situation. Your committee will continue to watch this situation daily and keep you advised from time to time of such developments as are of importance.

[A tabulation of chinawood oil supply and demand over the past five years was printed in OPD last week, page 54.]

Particular mention was made by Mr. Trigg of the committee on drying oils, the wood-finishing group, and the public service committee constituted jointly with the Painting and Decorating Contractors of America.

Industrial Matters

Turning then to consideration of matters of general interest in the paint, varnish, and lacquer industry, Mr. Trigg said in part:—

Preserving Our Markets

Our markets, or at least some of them, are constantly under a threat of partial or complete extinction through the development of other materials which are offered to our buyers as something which do not require painting.

Examples of this in the industrial field are such things as sheet metal with uniform coloring extending through it, which is claimed reduces maintenance to a negligible quantity in an almost limitless market for store fronts, automobiles, house trims, and toys. Electroplating color on metals, including a method of porcelain enameling, resulting in a reduced cost and improved quality. These and similar products are carefully considered by the industrial sales committee. While protecting ourselves against inroads from other industries, we must constantly be watchful for opportunities to increase the volume of business in present markets and to develop new markets, including paints for special purposes like finishing concrete, galvanized iron and other similar difficult materials, some of which are already available and will be greatly improved. Our industrial sales committee concerns itself wth certain activities of the Federal and some State governments, particularly specifications and prison-made goods. In the field of purchasing it has induced one large industrial State to correct and improve methods of purchasing materials for the manufacture of tag enamel. We have been successful, too, in getting the Procurement Division of the Treasury Department, United States government, to change its method of contracting for indefinite quantities during a twelve-month period to a less hazardous system of contracting for three months and requiring samples only from the successful bidder. This saving to the industry in material and shipping expense will amount to a substantial sum annually.

Another large industrial State formerly purchasing large amounts of certain materials under annual contract for indefinite quantities has now agreed to specify definite quantities subject to a leeway of 10 percent one way or the other. These activities are typical and routine.

In the trade sales field, the use of brick, stucco, etc., for home construction is increasing at the expense of lumber. It is gratifying to know, however, that our campaign to encourage the painting of brick structures is taking hold in a substantial way as shown by this year's report of the paint styling cooperators, located in practically every State of the Union, which indicates that 45 percent of all new brick structures built within the last year have been painted outside upon completion.

Asbestos siding is now offered and being sold to property owners in an assortment of colors with which the claim is made that it will never need to be repainted and that the cost of maintenance for the future, therefore, is eliminated. We do not, of course, agree with such representations, and we are endeavoring to cause the producers of asbestos shingles who make such claims understand that they are incorrect, and we must neglect no opportunity to present our own story and maintain our markets.

Another indication of the trend is that our cooperators' reports show a decreased use of wood shingles to the extent of 20 percent, which has been taken up by asbestos or other composition roofing. This is as compared to last year and consequently it is not due to fire regulations in the larger centers because those same regulations existed a year ago.

What may be considered a minor menace is the use of colored plaster. While not extensively used it is nevertheless being employed to some extent especially in government construction, such as barracks, where the effort is to keep the cost down. We must be on the lookout to meet such competition. The painter members of our public service committee have made an investigation and prepared a brief on the disadvantages of using tinted plaster and reasons why paint or other interior finishes are preferable and less expensive in the long run. We are discussing this subject with the proper authorities and hope to make some real progress with it.

Unhealthy Practices

The national trade sales steering committee is concerned about tendencies which seem to be developing in certain communities involving policies which the committee feels should be discouraged. Among these is the practice which has fortunately been reported from only a few communities of giving painters rebates on purchases independently made by the consumers. It is, of course, recognized that the painter, because of his function and continuing purchases, is entitled to a price consideration as against the occasional buyer, but when the local distributor pays to painter the difference in price between the painter and the consumer price on some material previously purchased by the consumer himself, it would seem that there was no sound justification for so doing and that such transactions at least savor strongly of a bribe or an attempt to buy good-will for the future. Another practice which is apparently as yet being carried on only in a spotty way is the matter of a dealer or distributor using his trucks for taking painter's ladders and equipment to and from jobs. Outside of the expense involved in such practices, there may be a question whether such distributors violate State or local trucking regulations or involve themselves in difficulties over their insurance policies.

Under the heading of questionable practices the spread of which should be discouraged is one of the distributor furnishing drop cloths and other equipment used by the painter. Our attention has been called to the fact that in one case at least a local distributor is lending brushes to painters.

These are not matters with which your national association can deal. They are problems which must be corrected at the source, namely, in each community, but the manufacturers who supply paint in such communities either through local dealers or their own branch stores can and it would seem should make their own investigations into what is going on in each community and do what is properly within their power to correct these conditions.

Formula-Labeling Certain Products

At our last annual convention, a resolution was unanimously adopted recommending the general use on the part of members of formula labels on certain products. This action was taken after consideration of the accumulating pressure from consumer groups as reflected particularly by the demands coming to the National Bureau of Standards of the United States government for more reliable information as to the nature and quality of the paint offered for sale "over the counter."

On the subject of consumer groups, and their relation to our industry, I call your attention to October *Readers Digest*, which refers to the astounding growth and activities of consumer organizations throughout the country and the number of subscribers to consumer publications.

Regardless of the varying motives back of these movements, the fact that these organizations exist and their pressure is being brought to bear on State and Federal agencies and on members of Congress and other governmental employees means that this movement is more and more gathering force and taking more definite form, and failure to give serious consideration to it and to go as far as can reasonably be done to meet such issues may result in drastic and ill-advised legislation which can well be forestalled by the action of the industry itself.

A recent inquiry made by your headquarters as to what each manufacturer was doing in this direction insofar as the particular trade sales products in question are concerned brought sixty-two answers, out of which 66 percent stated either that they were now formula-labeling these particular products or had made definite arrangements to do so as quickly as their supply of labels would permit. While this percentage is encouraging, we recognize that the number who replied out of the total involved was not large and it is possible that with the remainder the percentage stated above may not apply. We very seriously feel that this matter deserves the best attention of each manufacturer of trade sales products.

Let me conclude by giving you a statement by Frank Stapleford, president of the board of governors, Canadian Welfare Council, to which my attention was called by our old friend and associate, Tom Monypenny of Toronto. In this statement, I have substituted the name of our organization for the one which he used:—

"An organization has a continuing life. The individual falters and falls by the wayside, but the work of an organization goes on. Anyone who has had a hand in the strengthening and building up of the National Paint, Varnish and Lacquer Association's capacity to serve has, then, done something of permanent value. An organization is merely a means to an end, but the end cannot be obtained without organization. Behind the National Paint, Varnish and Lacquer Association lies the sympathy and willingness to give and serve of many people. These are the life-giving waters, and the association is the conduit through which they flow."

S. R. Matlack, treasurer of the association, reported the year's receipts and disbursements and a balance on hand of $44,470.23. This balance indicated an excess of expenditures of $4,000, and Mr. Matlack explained that the association's income had been affected by the falling off of business in the preceding year.

Industrial Sales

Opening the conference on industrial sales as temporary chairman, D. J. Tight, a Pacific coast member of the committee on that matter, said that he had found that the East and West were alike in one thing—industrial sales of paints and other coatings had become meagerly, if at all, profitable. He contrasted this condition with that of some twenty years ago when a first principle was not to start underquoting because that would merely lead to failure to get the business through similar competitive practice and nobody made any profit. He urged a return to that principle and to that of knowing costs, fixing a reasonable profit, and covering both in all sales.

Seller and Buyer

Conditions in the sale of industrial finishes were analytically reviewed by Paul S. Kennedy, chairman of the national committee on industrial sales, in an address with the subject, "The Dilemma of the Finish Manufacturer and the Purchasing Agent." He treated his subject from four angles:—(1) Volume or value, (2) wet or dry, (3) how to sell, (4) how to buy.

His conclusion in the first case was that the value of the product laid in what it would do; not in what it looked like, or what was its viscosity, or how much it could be thinned. He could see a sort of logic in selling on the basis of volume rather than on one of intensive value, and buying on a price basis, so that the customer got what he sincerely wanted. Cutting volume, he said, reduced production efficiency. But, he was opposed to selling at cost merely to keep production at a level which would stabilize operating overhead.

Cheap, often ignorant, competition was condemned by the speaker, and he commended the manner in which the basic patents on nitrocellulose lacquers had been applied to prevent what he feared might have been the wrecking of lacquer development. He hoped that the expiration of the patents would not put the business on a "how-cheap," rather than a "how-good" basis. In this connection with respect of all finishes he showed the wisdom of salesmen's being properly equipped with practical knowledge of the composition of a product, pointing out how easy it is for parrot-like presentation of a smattering of knowledge of formulation to do more harm than good.

Mr. Kennedy reduced the "psychological problem" of industrial sales to the following factors:—

First of all, even though it may be subconscious, proper respect does not exist for the product which is all-inclusively called "Paint"; and there is a definite existing opinion that our marketing methods are erratic.

Second, for some fifteen years past our great industry has been passing through a revolutionary change from a "cut and try" basis to a "highly sientific" one. Both products and selling methods have been radically altered, accompanied by a perfectly natural consequence of confusion to both seller and buyer.

Third, the strongly intrenched tendency to buy on the basis of "package price" which makes it expedient to sell on a "volume," rather than on a "value" basis.

Fourth, with specific reference to industrial finishes sales these last fifteen years have brought concerns into a field, new and strange to them. Unacquainted with its peculiar requirements and economics, many of them have done irreparable harm to legitimate price structures. Some of these offenders have such national standing that purchasing agents have frequently standardized on their quotations, if only on the basis of their prestige.

Declaring that industrial finishes characterize the scientific side of the paint business, he said that individual study of formulation is necessary and practical service must be developed. He urged upon manufacturer and consumer the wisdom of evaluating a finish on the basis of its contribution to the cost of the finished product, rather than on its cost in the container. He stressed the importance of a finish satisfactory to the ultimate buyer of an article, and pointing out the relatively low cost of satisfactory finishing as a factor in the cost of an article, he declared that real savings could be effected by paying even as much as 20 percent more to get a finish that would do a satisfactory job. He concluded:—

Ours is a great industry, an industry with a brilliant future, and ultimate possibilities of contributing importantly to human welfare and progress. I am proud to be fortunate enough to be part of it and to enjoy the association and confidence of so many splendid characters who form its backbone.

Furthermore, it is no disgrace that our industry should be suffering from growing pains while we are in the midst of this effort with scientific research and advancement. Nor is it strange that in the circumstances we should make errors of judgment; or that consumers should receive erroneous impressions.

And as far as industrial finishes are concerned—and they are the primary interest of this division—I am confident that in the not far distant future a proper balance and understanding will be developed between both manufacturer and consumer to the end that not our way; nor his way; but the right way will be crystallized for the sale and buying of industrial finishes on a mutually profitable basis, and in a manner providing the correct answers to our little jingle:—

Volume or value?
Wet or dry?
How to sell you?
How to buy?

Distribution Costs

Many manufacturers apparently have not been able to appreciate the differences that types of sales and conditions in various territories present in the cost of distributing industrial finishes, said A. C. Stephan, presenting a report of work done during the year in studying this matter; many seem to be of the opinion that this cost cannot be adequately measured. Pointing to the necessity set up by the Robinson-Patman act for a correct knowledge of costs, he explained the purpose of a booklet prepared by the committee for the guidance of manufacturers.

The costing plan thus presented added little, if anything, to the cost of regular bookkeeping, Mr. Stephan said; but, he pointed out, the results must depend on the care and accuracy with which the method is applied. Sound methods of costing in manufacturing could be relied upon to prove satisfactory in application to costing distribution, he said, and he urged that the value of such methods in both divisions be thoroughly considered, adding that their application would be profitable. In respect of its necessity in the field of distribution, pointing out that manufacturing costs ran from 12 percent to 15 percent of sales, and selling and administration cost from 25 percent to 50 percent, he said:—

In the light of the comparative percent figures which I have just quoted and the preponderance by far of the total cost of distribution over the total cost of manufacture, don't you think that every manufacturer in our industry is quite amiss in not giving this very important subject the careful consideration it deserves? Don't you readily admit that from the viewpoints of sound economic reasoning and the substantial effects that costs of distribution have on selling prices and net profits that it is equally as important, if not more so, to utilize a reliable cost-finding system for the costs of distribution as it is to perpetuate an adequate cost-finding system for the costs of manufacture? Your committee answers emphatically "yes" to both of these questions and feels sure that all of you will quite agree with these conclusions.

A motion picture, "Men and Machines," prepared under the auspices of the National Association of Manufacturers, was shown to the industrial sales conference.

Wallace Bennett, assisted by Joseph Fasceto, W. I. Longworth, H. M. Howard, Garrett M. Goldberg, and Ernest T. Trigg, presented a short quiz program under the billing, "Information Please."

Trade Sales

The tremendously undersold condition of the trade sales market, factors responsible for it and ways and means of increasing volume by more modern merchandising methods were the outstanding points of the trade sales conference November 1, presided over by D. M. Schindler, of the Pacific coast branch of the National Lead Company, acting for J. E. Ingram, committee chairman, who was absent. Striking a keynote for the meeting, Mr. Schindler said paint manufacturers seem to think more of taking an account from some competitor than they do of taking one of their own distributors and educating him to the point where he can do a

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better job for them. Why education of distributors and dealers is necessary and what can be done about it was the subject of papers immediately following, by C. H. Sondhaus, of the National Lead Company's Pacific coast branch, nationally known in paint credit circles, who talked on "The Crying Need of Educating the Dealer to Become a Better Business Man," and by H. C. McClellan, president of the North American Paint & Chemical Company, Los Angeles.

Educating Distributors

Paint industry business men along with every other type today have greater need than ever before of every possible aid in working out technics which will enable them to meet changing conditions, said Mr. Sondhaus. Pointing to a dealer mortality rate of 38.6 percent in a period between 1929 and 1933 for which he had statistics, the speaker listed as contributing factors to the failures: lack of sales ability, ignorance of the paint business, unwise use of capital, inability to grant credit successfully and lack of capital.

Manufacturers, who go into management details most carefully in starting their own branch stores, all too often put a dealer into business without the slightest regard to the above failure factors, said Mr. Sondhaus, and in so doing they must take much blame for the failures. Every dealer should be fundamentally a salesman, he declared, and quoted the subjects listed in the retail selling course at the University of Tennessee: selling, marketing, advertising, fashions, psychology, home economics, finance, accounting and employee relations.

Mr. Sondhaus said that a successful dealer should, among other things, have a good working knowledge of paint, preparation of surfaces, proper materials for various surfaces and the economy of good paint. He should have a good personality. He should have a good past credit experience. He should be able to give customers good advice on color and other decorating problems. He should not stock too many competitive brands and should know how to handle his supplies, neither overstocking nor understocking, and he should know enough of merchandising to insure a good turnover. He must know how to keep his working capital revolving, and therefore must not tie up his money in unsound accounts receivable. He should belong therefore to a credit association, and cooperate with competitors in keeping an eye on bad risks. He should keep his operating costs down and should therefore have an accounting system.

In conclusion, Mr. Sondhaus declared that as dealers are salesmen for the manufacturers, the national association might well consider a program of training which would be an adequate answer to the problems he cited.

Educating Clerks

Mr. McClellan, with the subject of "Intelligent Merchandising and Dealer Clerk Education," analyzed merchandising, labeling, advertising and price as they relate to paint store selling and then, in connection with dealer clerk education, he told of a shopping survey conducted by the Los Angeles Paint Club. He said:—

The man who stands behind the counter in the paint department of the store is important to us as paint manufacturers. We should not underestimate his value as our point of sale contact nor the need for his proper paint education. Many paint sales are made over the counter solely because of his helpful advice, sound painting information and trustworthiness. Many a good paint customer is lost by the failure of the man behind the counter to justify full confidence, either in his paint knowledge or in his interest in the customer's ultimate welfare. A good store salesman builds sales as the family doctor builds a practice, with a friendly, professional touch. He gradually builds a local reputation for his store, his paint line and for himself, which brings repeat business and profits.

Unfortunately, there are all too few "such" store paint salesmen. This fact was strikingly made clear in the survey I mentioned earlier in my talk. A shopper was sent to a number of stores of various classifications, operating paint departments or operating as paint stores. He proposed to buy paint for his home—using exactly the same painting problem on each call. He submitted his problem to the store salesman, asked advice, obtained recommendations as to types of paint to be used and was told the quantity required to do the job. Finally, a total price was quoted for the paint needed. Here are results:

Gallonage of paint, from 11 to 33 gallons.

Price total, from $21.18 to $86.65.

Not one salesman asked the address of the job nor the purchaser's name—although one salesman offered to call if the job were nearby.

No interest was displayed in the job beyond the gallons required and the price. The fact that the buyer might hold a sentimental interest in his home was overlooked by all.

Admitting, if you will, first that the paint man in the store is important to us and second that he needs better paint education, how should be proceed? What should be teach him and how can we do it? It must be remembered that the consumer buys a paint job, not one gallon, liquid measure. The paint man must be properly trained to sell that job and to do it well enough that the customer is completely satisfied with the painting results. Therefore, the paint man is required to know enough about each type of painting problem to be able to prescribe, by use of his paints, for a satisfactory result. He should know all that he can learn about the merchandising problems, just reviewed. He should be taught that, like the doctor, his success will be measured largely by the confidence he can gain and justify with his clientele through dependability and knowledge of his business.

He should be taught the folly of overstatement; the dangers of unwarranted guarantee. He should be taught that any sale, regardless of profit, which could not reasonably invite repeat business, is bad selling.

He should be taught that paint is made today under rigid, technical control by modern machinery with accurate, proven formulas. To adulterate or thin paint contrary to factory recommendations is to destroy the effectiveness of the manufacturer's efforts in the interest of quality.

He should be taught the truth—and know it; know that there is no need to teach him or his customers anything else in this business.

He should be taught that the paint industry as a whole is made up of firms with high standards and ideals; standards that over a period of many years have built and maintained an industry code of ethics that reaches down and rests upon the shoulders of every man within it as his personal responsibility.

He should be taught that it is not only bad manner but bad selling to speak ill of a competitor or his products.

If we start by first thoroughly training our own salesmen along these lines, they will help us with our dealers' men.

Survey of Paint Market

Further bearing on the sales and merchandising inadequacies of the paint industry was an address by Don Hobart, manager of the research division of the Curtis Publishing Company, entitled "The Paint Market," based on a survey made at the request of the National Paint, Varnish and Lacquer Association. It included a dealer phase and a consumer phase, and the speaker presented the paint buying habits, knowledge and practices of 1,781 consumers in eighteen cities. About 88 percent of those interviewed lived in single dwellings, most of them frame, and 80 percent of the calls were on owners, the others being renters.

After giving the results obtained with regard to paint practices, purchases and general knowledge of the consumers with regard to color and decorative schemes, Mr. Hobart revealed that 52 percent of the owners and 48 percent of the renters knew nothing about paint styling, while 27.8 percent of the owners and 15 percent of the renters had no idea that paint and paint jobs could be bought on the instalment plan. In view of the facts elicited, the speaker declared that the paint industry is not doing the advertising and merchandising job it must do if it meets its obvious competition from other industries.

Time-Payment Selling

An additional insight into the time payment selling situation in the paint industry was next presented by Fred B. Schafer, of the Manz Corporation, who has long been recognized as an outstanding merchandising counsel. Using charts to explain his point, Mr. Schafer declared that instalment selling was not a bank or statistical subject, but a psychological one, "which affects the desire to buy and the actual decision to buy as much if not more than the actual method of paying for that which is purchased." He said:—

Buying habits, when they become "fundamental," in turn develop into trends and before we know it, the nation as a whole has adopted such trends as buying customs. We have seen color styling establish itself first as a trend and then as a consumer buying habit, with an indisputable effect on the retailing of paint.

Just as no paint manufacturer or paint retailing outlet, across this nation from Maine to California, can afford to overlook the effect of the color styling trend on paint sales volume, and on paint colors and types of paint finishes, so no paint manufacturer or paint retailing outlet can afford not to give full consideration to another trend which is now in the process of establishing itself and which promises to become an essential buying habit to be coped with, and yet one which can be capitalized by those with merchandising vision.

This trend, comparatively new in the paint retailing industry, but well established as a consumer buying habit and as a basic sales stimulator in many other industries, is installment selling.

Installment selling will probably receive as much thought and testing by the paint industry in the next few years as color styling has received in the last few years.

Installment selling is a process which goes far deeper than a mere credit transaction.

Installment selling promotes psychological conditions that effect the desire to buy and the actual decision to buy as much if not more than the actual method of paying for that which is purchased.

Those who regard installment selling as merely a substitute for paying cash, fail to recognize the real strategical value of installment selling as a sales creating incentive.

Pointing out that records showed that the less "romantic" the product the lower the volume of instalment sales, while the more intriguing the product for its utility, the greater the installment sales volume, he continued:

What is less romantic than paint in cans at a price—what is more intriguing to the interest than the anticipation of a beautiful home, smart in decorative scheme, colorful, outside and inside—something to delight the eye and of which to be really proud.

Linking Style and Instalments

Out of one evolution there always comes another. Just as soon as the consumer gains the desire to have a beautiful, color styled home, thus reacting to Trend No. 1, there immediately arises the necessity of finding ways and means of paying for the job—thus causing Trend No. 2.

The two trends work hand in hand—when a woman is interested in color in the home and knows she can buy what she wants, her only problem then is to determine how she wants to use color properly.

If she knows she can have her home done right—and done completely in the first place—if she is not hampered by limitations of reasonable cost—she buys a completed effect and as a result gets what she wants.

But, if she is limited as to what she can pay in cash, she naturally must restrict her plans—she tries to get the most for the cash available with the result that her mind turns from artistry to merchandise and price.

That's why so many people remark, "If we had a little more money, we could have done the job just the way we wanted to."

From a straight dollars and cents viewpoint, seventy-five percent of the home owners can't freely spend $100 or more in cash in one lump sum without disturbing the family budget—even when they want to really buy something very badly.

So when they want their homes decorated in keeping with the color trends of today, most home owners can't satisfy that desire at least as far as they know. The very first element of a sale is thereby destroyed.

If Trend No. 1, namely the color trend, is to establish itself firmly in this country, it will be necessary to establish Trend No. 2, namely, the education of the American public to use ways and means to pay for indulging in Trend No. 1—and that will be making installment buying a customary buying habit when decorating homes.

Mr. Schafer gave facts and figures to prove that the public is not aware of the paint industry's installment selling plans and further statistics to show that installment buying—the easiest way—has now become the American way of purchasing all that is needed and much that is not needed. To get its share of the consumer income dollar which is expended as it is received—in periodical installments—the paint industry will have to use the same high-powered effective weapons that are used by retailers in other industries, said the speaker.

Paint Styling

"Styling with Paint" was the subject of the afternoon session November 1, the second annual report of the Council for Paint Styling forming the nucleus around which a dramatized version of the work of the technical and fact-finding committee was built. A session of this committee was staged for the benefit of the convention delegates, with Capt. H. Ledyard Towle, of the Pittsburgh Plate Glass Company, and Miss Lonore Kent and Laurence Kiefer, of association headquarters, participating with others representing members of the committee.

In the printed report of the council, Horace S. Felton, of Felton, Sibley & Co., chairman, paid tribute to the work of M. Rea Paul, of the National Lead Company, chairman of the fact-finding committee, and his coworkers and urged industry wide support of a continuation of the council's activities.

The report is divided into two sections, one dealing with exteriors and the other with interiors. Based on the findings of the survey, certain fundamental styling rules are given in each category, these styling rules presenting a background upon which additional decorative suggestions can be based. Popular colors for the various types of houses and interiors are also listed. The report follows, in part:—

Trends in Exteriors

Coverage or survey:—The council in its survey of exteriors this year secured excellent country-wide coverage. Data given represents twenty-eight states and the District of Columbia. One thousand and eighty-five new homes built during the year were carefully examined and reported upon.

Architectural types:—The most favored types of homes now being built in America fall into three classifications:—Colonial, small cottage, and large cottage. Seventy-eight percent of the homes covered by the survey are in these three classes. The number of small and large cottages being constructed shows a definite and substantial increase, while Colonial still seems to be holding its place in public preference. Modern architecture is also on the upgrade, while English, French and Spanish seem to be falling markedly in popularity.

Size of house:—The typical American home of today and tomorrow is unquestionably a small home. Ninety-two percent of the homes covered in the survey consisted of two stories or less.

Construction of body:—There is a substantial increase in the use of a combination of two building materials for the body construction of Colonial, English, and French type homes. These combinations consist of a wide variety, such as clapboards and brick, stone and clapboards, clapboards and shingles (wood, asphalt and asbestos), stucco and clapboard, brick and stone, stucco and brick, etc. This trend should be given careful consideration by the industry because we are faced with the problem of having our materials used on two widely different types of surfaces on the same house. The tendency seems to be definitely toward the use of one material only for the body construction of the small and large cottage.

Treatment of body:—The taste of the public is developing toward the increased use of paint on small cottage, English, Spanish, and modern type houses. The survey figures for this year showed a very favorable increase over last year in the percentage of houses of these types which were painted.

The public is becoming more conscious of the necessity for painting brick homes. An increase in the percentage of painted brick was shown this year over last.

Shutters:—The use of shutters on homes is still on the upgrade. Careful consideration should be given by decorators and painters to the repainting of houses which do not have shutters. Many of such homes would be greatly improved in appearance by the addition of shutters and in such cases definite recommendations should be made to the owner. It is still the accepted practice to build certain types without shutters—English, Spanish, and modern. It is interesting to note, however, that the use of shutters on Spanish type homes is increasing to a substantial degree.

Colonial Type

Fundamental rules for styling Colonial exteriors:—

Roof—Medium to dark in color.

Body—Light in color.

Trim—Lighter than body (when body is white, trim should be same).

Sash—Same as trim color.

Shutters—Different from and darker than other colors used.

Door—Same as trim color.

Popular colors for styling Colonial exteriors:—

Roof—Dark gray, medium yellow green, greenish gray.

Body—White, light ivory, light gray, medium ivory.

Trim—White, light ivory, medium ivory, light cream, light gray.

Sash—Light ivory, medium ivory, light cream, light gray.

Shutters—Dark blue-green, dark olive green, medium blue-green, dark green-blue.

Door—White, light ivory, light cream, medium ivory, medium gray.

English Type

Fundamental rules for styling English exteriors:—

Roof—Medium to dark in color.

Body—Light in color.

Trim—Darker than body color.

Sash—Different from other colors used or same color as trim.

Door—Different from other colors.

Popular colors for styling English exteriors:—

Roof—Medium yellow-green, greenish

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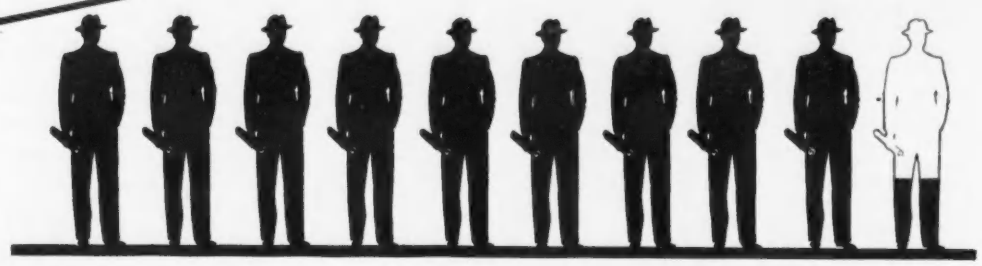

When they Painted their own homes

9 OUT OF 10 PAINTING CONTRACTORS *Used* GUM TURPENTINE

THE above results are from a national survey just completed. Through the courtesy of National Painters Magazine every 30th name on their list received one of the above cards. Here are the results tabulated from the returned postcards.

When Painting Contractors painted their own homes:

93.6% used only Gum Turpentine
4.2% used substitutes
2.2% used both
100%

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Valdosta, Georgia

FORMULATE WITH PURE GUM TURPENTINE

gray, medium blue-green, dark gray, dark brown.

Body—White or off white, medium ivory, light ivory, light cream.

Trim—Dark brown, medium brown, Vandyke brown, light blue-green.

Sash—Dark brown, white, medium brown, black, medium ivory.

Door—Dark blue-green, dark brown, red, white.

Large Cottage Type

Fundamental rules for styling large cottage exteriors:—

Roof—Medium to dark in color.

Body—Light in color.

Trim—Lighter than body color (when body is white, trim should be same).

Sash—Same as trim color or different from other colors used.

Shutters—Different from other colors used.

Door—Different from other colors used.

Popular colors for styling large cottage exteriors:—

Roof—Dark and medium grays, terra cotta, maroon, blue-green.

Body—White, medium ivory, light ivory, light cream, light and medium brown, lemon yellow.

Trim—White, medium ivory, light ivory, light cream, buff.

Sash—White, light cream, medium ivory, lemon yellow, black, light ivory.

Shutters—Medium blue-green, dark blue-green, bright blue, white, terra cotta, light blue-green.

Door—White, medium ivory, light cream, dark olive green, dark brown, medium brown.

Small Cottage Type

Fundamental rules for styling small cottage exteriors:—

Roof—Bright in color.

Body—Light in color.

Trim—Lighter than body color (when body is white, trim should be same).

Sash—Same as trim color.

Shutters—Different from and darker than other colors used.

Door—Different from other colors or same as trim.

Popular colors for styling small cottage exteriors:—

Roof—Variegated, dark gray, greenish gray, medium bright blue.

Body—White, medium ivory, light ivory, light cream, buff.

Trim—White, medium ivory, light cream, lemon yellow.

Sash—White, medium ivory, light ivory, light cream.

Shutters—Medium blue-green, dark blue, dark blue-green, medium dark blue.

Door—White, medium ivory, light ivory, dark blue, medium dark blue, lemon yellow, black.

Spanish Type

Fundamental rules for styling Spanish exteriors:—

Roof—Bright in color.

Body—Light to medium in color.

Trim—Darker than body color.

Sash—Same as trim.

Shutters—Different than body color.

Door—Different than body color.

Popular colors for styling Spanish exteriors:—

Roof—Terra cotta, variegated bright colors, dark gray.

Body—White, buff, light ivory, medium ivory.

Trim—Medium yellow, light blue, dark brown, medium yellow-green, terra cotta.

Sash—Dark brown, light ivory, light blue, medium yellow-green, terra cotta.

Shutters—Light blue, bright blue, terra cotta, dark brown.

Door—Dark brown, terra cotta, light ivory, white, lemon yellow.

French Type

Fundamental rules for styling French exteriors:—

Roof—Medium to dark in color.

Body—Light in color.

Trim—Same as body color or darker than body color.

Sash—Same as or different than body color.

Shutters—Same as trim or different from all other colors.

Door—Different from other colors used.

Popular colors for styling French exteriors:—

Roof—Dark gray, black.

Body—White, light ivory, medium ivory, light gray, light cream.

Trim—White, medium ivory, medium brown, dark green-blue, medium blue, terra cotta, light brown.

Sash—White, medium blue, medium brown, medium gray, light brown, Vandyke brown.

Door—Medium brown, medium or light ivory, bright blue, medium blue.

Modern Type

Fundamental rules for styling modern exteriors:—

Roof—Dark in color.

Body—Light in color.

Trim—Darker than body.

Sash—Same as trim.

Door—Different than body color.

Popular colors for styling modern exteriors:—

Roof—Dark gray, green gray, medium gray.

Body—White, light gray, medium and light ivory.

Trim—White, Vandyke brown, dark brown, medium and light ivory, light gray.

Sash—White, black, light cream, light yellow-green.

Shutters—White, medium brown, light grayed blue, bright blue, medium blue.

Door—White, dark green-blue, dark brown.

Interior Style Trends

Coverage of survey:—The survey on which these styling recommendations and principles are based, covered the analysis of eleven hundred and eight-seven interiors. This represents an increase in coverage over last year of better than 75 percent. These rooms were fairly evenly divided between model rooms in large department stores and decorators' establishments and rooms in model homes. Forty-three percent were department store rooms and 57 percent were model home rooms. Excellent coverage of the country was attained—seventeen states and the District of Columbia were covered. This coverage is particularly representative when it is considered that there are only a comparatively few states with cities large enough to warrant department stores spending considerable sums of money to set up well decorated model rooms.

Paneled walls:—A substantial increase in the use of paneling is noted in living and dining rooms and in halls. The trend, however, is decidedly away from the use of paneling in bedroom and bathrooms.

When paneling is used, wood paneling—natural and stained—is the most popular in living and dining rooms, bedrooms and bathrooms, while painted panels and wood paneling are equally popular in halls.

Panels should be painted to match the panel border color in all rooms except the kitchen where, when panels are used, the color should be lighter than the panel border.

Dado or wainscot:—Dados or wainscots are very steadily decreasing in popularity in living and dining rooms, halls, bed rooms and bathrooms. In kitchens, however, there appears to be a moderate indication of the return of painted wainscots to favor.

Decorative notes on interior style trends:—Plain one-tone walls are showing a marked increase in popularity. The style of painting one or two walls in a room different from the remaining walls, is falling in public favor. In the case of bedrooms, however, the decline has not been as great as in other rooms. This treatment seems to be still moderately indicated for bedrooms.

Magazine illustrations:—All colored illustrations of room interiors which have appeared in the leading magazines of the country with combined circulation in excess of twenty millions have been examined during the year. The illustrations consisted of advertisements showing room interiors and interior decoration sections of the magazines which carry such sections. The magazines were analyzed carefully and the results obtained checked very closely with, and corroborated the information obtained in the model room survey.

Colors:—Light tints and soft pastels rather than deep tones are definitely on the up-grade for room interiors.

Living and Dining Rooms

Fundamental rules for styling living and dining rooms:—

Walls—Single color all walls.

Ceiling—Lighter than walls—different in color.

Trim—Same as wall color.

Popular colors for styling living and dining rooms:—

Walls—White, ivory, flesh, light cream, medium gray green.

Ceiling—White, ivory, light cream, light gray.

Trim—White, ivory, light cream, light gray.

Bedrooms

Fundamental rules for styling bedrooms:—

Walls—Single color all walls.

Ceiling—Lighter than walls—different in color.

Trim—Lighter than walls—different in color.

Popular colors for styling bedrooms:—

Walls—White, pale grayish green, flesh, pink, grayed sky blue.

Ceiling—White, ivory, light gray, light cream, pale grayish green.

Trim—White, ivory, light cream, light buff, pale grayish green.

Halls

Fundamental rules for styling halls:—

Walls—Single color all walls.

Ceiling—Lighter than wall—different in color.

Trim—Same as walls—different in color.

Popular colors for styling halls:—

Walls—White, ivory, henna, lemon, yellow, light cream, deep cream, light gray.

Ceiling—White, light gray, ivory, beige, light buff, flesh.

Trim — White, ivory, greenish gray, lemon yellow, light gray, flesh.

Kitchens and Breakfast Rooms

Fundamental rules for styling kitchens and breakfast rooms:—

Walls—Single color all walls.

Ceiling—Same as wall—different in color.

Trim—Lighter than or same as wall—different in color.

Popular colors for styling kitchens and breakfast rooms:—

Walls—White, ivory, henna, lemon yellow, light gray, medium blue-green.

Ceiling—White, ivory, light gray, light cream, pale grayish green.

Trim—White, ivory, light cream, black, yellow.

Bathrooms

Fundamental rules for styling bathrooms:—

Walls—Single color all walls.

Ceiling—Same color as walls.

Trim—Lighter than or same as wall—different in color.

Popular colors for styling bathrooms:—

Walls—White, medium dark, lemon yellow, flesh, ivory, pink, grayed sky blue.

Ceiling—White, flesh, ivory, light cream, light gray.

Trim—White, light cream, ivory.

What to Do About It

The day, having been devoted to a complete exposition of what's wrong with the paint industry and the equipment available for remedying the situation, was closed by an address by President Trigg appropriately entitled "What Are We Going to Do About It?" Tracing the decline from the 1929 sales volume and estimating that today at least 90 percent of the country's homes require total or partial painting, outside or in, Mr. Trigg declared that the industry must recognize it has not done a good selling job. Failure to keep abreast of the times in marketing and merchandising, failure to use available sales tools were given by the speaker as factors which had enabled other industries to take away a share of the consumer dollar that should go to the paint industry—if the industry goes after it.

Mr. Trigg referred to the rising sales of radios, electric refrigerators and many items that once were not competitive to paint, he emphasized the instalment buying story which had previously been given by Mr. Schafer, he recalled Mr. Hobart's survey figures that less than 25 percent of the people interviewed knew about the instalment buying possibilities in painting their homes, and declared that the money question is the bottle neck so far as furnishing materials and providing labor for painting the nation's property. Instalment payments, he said, should not be forced down the people's throats but all property owners should, without per adventure, be acquainted with the fact that they can keep their properties in the right kind of condition and pay for it in small easy payments if they so desire or their financial condition makes it necessary.

Importance of Paint Styling

Mr. Trigg also referred to the matter of paint styling, calling it a natural for the industry, because people always have been groping around for authentic information on the subject and they could not get it until the Council for Paint Styling developed its work to the point at which it now stands.

But here again, he said, comes the question of the public knowing about it, and they must be told of it in no uncertain way if the work of the council is to produce increase in the frequency of paint use. Citing figures given by Mr. Hobart on the painting of homes, Mr. Trigg declared that a sustained drive featuring styling and time payments would rapidly and largely increase volume of trade sales.

Another crying reason for utilization of these two sales tools to increase volume, declared Mr. Trigg, was the present high cost of distribution—fourth highest in the country on a percentage basis, according to a survey of the National Association of Advertisers and the Twentieth Century Fund—which can only be reduced by increasing volume. He continued:—

In our trade sales distribution we spend too much money trying to take customers away from one another and not enough money in genuine creative selling by which new business is obtained and our service to the public increased. In my address before our convention in Atlantic City last year, I said:—

"In the years immediately ahead of us we see the members of our industry as real merchandisers—not just ordinary 'run-of-mine' sellers of product—but constructive 'Trail Blazers.' We are going to do creative selling—make many blades of grass grow where only one grew before. The structures of our nation, its greatest taxable wealth, depend on us to furnish the materials with which to beautify, protect, preserve and prolong their life. What a responsibility and what an opportunity! There are limitless places where paint should be but isn't being sold. Leadership in our industry in the future will concentrate its efforts on developing and selling this dormant market. It won't spend too much valuable time 'swapping customers' while some one else is 'swiping theirs,' or some competitive industry is taking the market itself away from us."

Our job as an industry, as I see it, is to determine that we will in a sustained way cooperate on the job of widening the whole market making the industry's pie larger and larger, and as we do so each individual's segment will increase in size dependent upon his own individual energy and initiative.

Reviewing Save the Surface

Paying tribute to the vast progress made by paint research, to the splendid dollar value offered consumers and to the plant capacity of the industry for far greater volume, Mr. Trigg indicated that too much had been spent on competitive brand advertising and not enough on suggesting to householders that they paint their homes. In recalling the beginning of the save the surface campaign, Mr. Trigg said:—

Let's look back over the history of our industry, and profit by our own example. In 1916, when much the same condition maintained, we decided to undertake the organizing of an industry advertising effort which eventually was done as the save the surface campaign. When the campaign got under way we found that our factories and our channels of distribution were more efficient when utilized nearer to capacity. But we did so by getting the householder interested in using more paint. We didn't nag our wholesalers and retailers to buy more paint. We made it possible for them to sell more paint. And we found them entirely willing to reorder! Cooperative advertising was a sound investment for the paint industry. In 1914—the last year for which government figures for the volume of the industry were available before the inauguration of the save the surface campaign—the total volume of the industry was less than $146,000,000. In 1919, the year our cooperative campaign was started, the figure rose to more than $340,000,000 and, with only one slight setback, continued to rise to the peak of 1929, when it totaled almost $600,000,000.

At this point Mr. Trigg called attention to the cooperative advertising campaigns of other industries which successfully met adverse conditions similar to those existing in the paint industry, notably the California Fruit Growers Association, the Cast Iron Pipe Research Association, Better Light-Better Sight, the Associated Coffee Industries of America, the Modern Kitchen Bureau and many others. He continued:—

Industries faced with inadequate consumption, competition from other products, chaotic market conditions, by cooperative advertising and the spirit and effort that such advertising encourages, have been able to reach new sales peaks, and attain profit levels.

Let us come back to our own industry again. We supply a product that is important to human welfare. Its adequate use offers economy, beauty, cleanliness and sanitation. Sometimes I think it offers everything to everybody except adequate profits to those engaged in the industry. During the days when the save the surface campaign was actively pushed, profits were available as well. Since that time, we have neglected the consumer to the point where he is no longer interested. He would rather have a new car a little oftener, a radio or a little more expensive vacation. When we discontinued our own industry campaign, manufacturers in the field curtailed or discontinued their own advertising. Mr. Hobart tells me that, for the year 1938, two manufacturers of linoleum had more advertising in the magazines than the entire paint industry!

During the period of our neglect of the consumer, other people have been busy. New materials have been pushed. The pages that used to carry our advertising carried advertising for materials that could be used without paint. Houses that should have been painted have grown drab.

Sales Increase Potential

If we could persuade the owners of 15,000,000 homes to paint their homes every five years instead of every seven years, we should have added a clear 50 percent to the trade sales of the industry.

Is that an unreasonable goal? It is merely bringing up to the current performance shown by Mr. Hobart in his survey to be typical of the better homes in the cities covered by his survey. I know that it leaves much to be desired. Were we to bring performance up to a painting every three years, for these fifteen million homes alone, we should more than double our trade sales.

And if and when we commence to make a real dent in the field not only of homes but of apartment houses, office buildings, public buildings, warehouses, factories, bridges and structures of all kinds, so large a percentage of which is in a continuous state of paint neglect, we can and will realize somewhere near, if not complete, our productive capacity and with it the increase in profits to which the labor employed in this industry and the capital used is entitled.

I leave it to your own imagination to figure what it would mean to business in general to have the payrolls of paint manufacturers increased, to have retailers and wholesalers receiving their profits on this greater volume of business, and to

have painting contractors and painters receiving pay for their jobs.

The success of the save the surface campaign is still fresh in the minds of many of us. Through the years since it was discontinued, there has been a steady demand from various manufacturers that the organized industry again conduct a cooperative advertising or promotion plan on an impersonal, impartial basis, talking directly to the public, not about some brand or trade-marked product, but selling the services of the industry, showing the public how they can paint-style their homes inside and out and how easily they can take care of the payments if they find it necessary and desirable; driving home too the economy and the satisfaction of painted brick and stucco homes; selling beauty and protection—a genuine paint conviction which carries greater weight because of the absence of appeal for preference for a single manufacturer's product.

One of the collaterals of great benefit to our industry in the save the surface campaign was the new spirit of confidence, the freshness of sales approach which it brought to the people in the industry itself, especially those on the firing line in the sales field. It was a "trail blazer" too in the advertising field. It served to open the door and make more effective the advertising and the publicity of the individual units. It just naturally put new life and enthusiasm into our own organizations which nothing else could do.

Recommends National Campaign

It is the unanimous recommendation of the national trade sales steering committee, after having discussed the subject thoroughly on several occasions and with the approval of the executive committee, that we again take the initiative with a cooperative advertising campaign in the interest of the industry as a whole.

This, then, is a possible answer to the question "What Are We Going to Do About It?" No detailed plans have been or will be developed pending your determination that you approve of the idea. If you do, a carefully selected committee will be appointed promptly to work out the details, including an equitable subscription basis for each manufacturer. While we have the experience of the save the surface advertising campaign, which started just twenty years ago, it is possible that a new united and sustained drive for a bigger share of the consumer's dollar might take on a different form and be differently presented. On the other hand, it may be concluded after a thorough study that some or all of its procedure would be desirable. This statement is made so that it will be definitely understood there are no preconceived ideas with respect to the plan itself.

The dominating thought is to widen our market and to cash in on the great unsold volume which is all around us. In a word, the purpose is "Sell more paint." So, if you give us today the signal to "Go ahead," it means that you are interested "in doing something about it" and that you will be receptive to giving this undertaking your financial support on a prorata or equitable basis, provided the final plans as subsequently worked out meet with your individual approval.

We tried this before and were successful to a high degree. Conditions are ripe for us to try it again. We have much to tell the consumer. If he holds our prosperity in his hands, let us put our case before him.

When Mr. Trigg had concluded, DeLancey Kountze, of Devoe & Raynolds Company, introduced the resolution approving the idea of a national advertising or publicity campaign; it was seconded by S. R. Matlack and unanimously adopted.

General Topics

At the closing session Charles J. Roh, former treasurer of the association, spoke on the aims and policies of the organization and told what had been accomplished in respect of its objectives over the many years of its existence. He spoke feelingly of the debt which the industry incurred through the services performed for it by the association. He expressed gratification in the fact that the value of the association was constantly getting broader recognition, and he made an earnest plea that all members of the industry contribute to the support of the national organization in proportion to its obvious benefits for all.

The services of the association were briefly commented on by President Trigg who, in this connection, told of the preparation by W. R. Seiplein, of the Sherwin-Williams Company, of a new and simplified manual on cost accounting. Copies of this, he said, were available to the members.

Sales and Profits

The results of a survey by Dun & Bradstreet were reported and analyzed by Roy A. Foulke, of that company, in an address, "Trends of Net Sales and Net Profits 1936-38 in the Paint, Varnish, and Lacquer Industry." This survey, based on the questioning of 994 active manufacturers in the industry, presented data on sales after deductions for returns, allowances, and discounts and on profits after deducting full depreciation on plant and equipment, reserves for taxes, reductions in inventory values, charge-offs for bad debts, miscellaneous reserves and adjustments, but before dividends or proprietor's withdrawals.

From various sources had been collected or estimated the following figures for net annual sales of the industry:—

1938	$447,000,000
1937	538,460,000
1936	511,000,000
1935	417,000,000
1929	568,975,000
1919	340,347,000

Data collected in the survey permitted full and accurate records for 213 manufacturers, which included all but four of the twenty largest concerns in the industry; reliable estimates for these four were obtained. Mr. Foulke offered the following figures on this basis:—

Records of 213 Manufacturers

	Net sales.	Net profits.	Percent on sales.
1938	$311,760,000	$8,638,000	2.8
1937	373,232,000	23,863,000	6.4
1936	343,537,000	21,107,000	6.1

Records of 20 Largest Concerns

	Net sales.	Net profits.	Percent on sales.
1938	$229,800,000	$7,402,000	3.2
1937	283,600,000	20,339,000	7.2
1936	263,900,000	17,119,000	6.5

Records of 193 Smaller Concerns

	Net sales.	Net profits.	Percent on sales.
1938	$81,960,000	$1,236,000	1.5
1937	89,632,000	3,524,000	3.9
1936	79,657,000	3,988,000	4.9

Trends of sales of paint, varnish, and lacquer paralleled those of the industries which are large consumers of industrial finishes—automobiles, furniture, and so on—Mr. Foulke showed. He showed also that sales of paints and related products did not follow trends in building construction, and he concluded that demand from the construction industry had less influence on the aggregate demand for finishes than was exerted by demand for goods of the industrial type. He explained that data on the distribution of sales did not permit reliable comparisons of the actual volumes of trade and industrial sales.

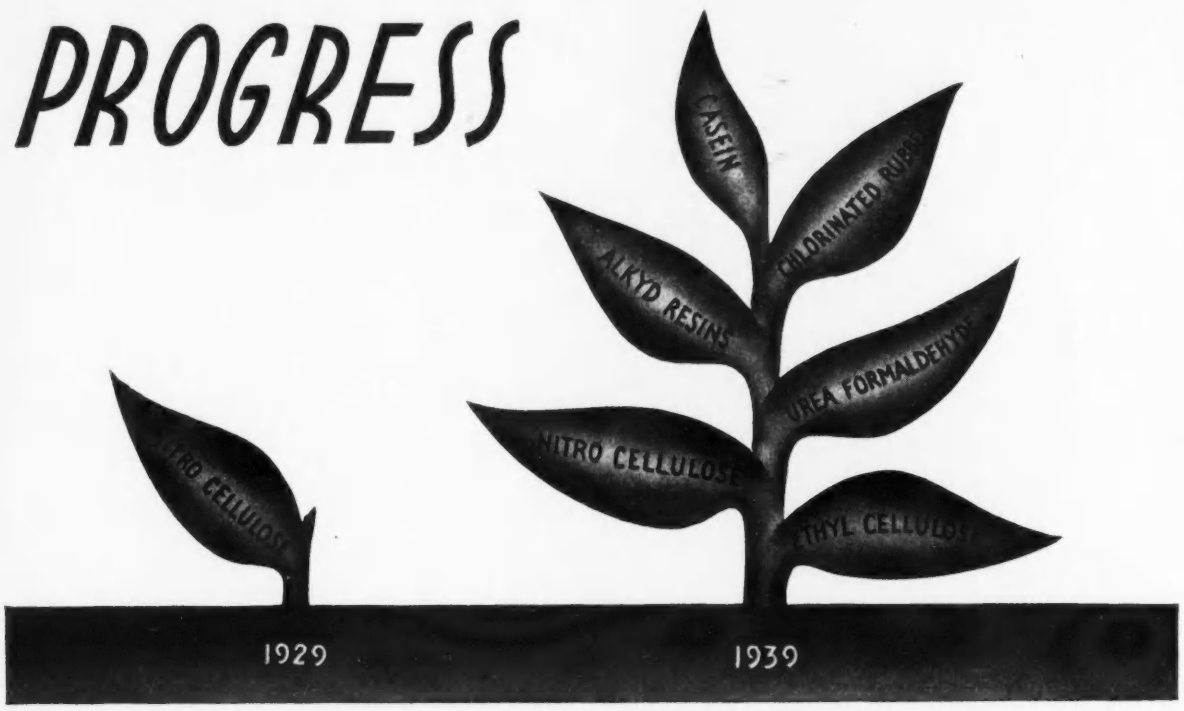
The speaker made a point of the economic distinctions indicated by the low profit of smaller manufacturers in comparison, not only with that of the large concerns, but also with that of the industry as a whole. This, he said, was significant because there is less concentration in the paint industry than in many other large industries—four paint manufacturers have 32 percent of the business; while in the automobile industry three manufacturers account for 86 percent of the total production.

Mr. Foulke spoke earnestly of the importance of reliable cost information and of the actual functioning of invested capital. He presented a tabulation of data on profits and turnovers covering eight years of the operations of from 44 to 179 paint manufacturers. Understanding of statistical data was stressed as important—and understandable records were said to be of prime necessity. So, the speaker concluded:—

There is one and only one way under the existing set-up of American business by which the members of any industry or a division of an industry may obtain the maximum results of intelligent understanding, careful study, and sound interpretation of business figures, individually and collectively. That way is for trade associations to provide a background of essential figures by taking an energetic hand in the development of accounting forms and technics which should then be made available to every concern in respective industries whether a member of an association or not. Such a program would mean that figures would tend to be set up on a more uniform basis by an increasing number of manufacturers and the results would assist individual and collective comparison and study.

Uniform accountancy within industries has made great strides in very recent years

PROGRESS



R.B.H. pioneered the introduction of pre-dispersed pigments in nitrocellulose in 1929 by a unique method of processing.

In spite of generally unfavorable business conditions during the early thirties, R.B.H. made slow, but gratifyingly steady, progress. Lacquer manufacturers were recognizing the value of R.B.H. nitrocellulose dispersions, and the principle of "supplementing, and not supplanting" their own grinding operations.

The outstanding results obtained with R.B.H. nitrocellulose dispersions created a demand for the same R.B.H. technique in other binders. This demand resulted in the development of dispersions in ethyl cellulose, chlorinated rubber, casein, synthetic resins, vinylites and others.

Such expansion outgrew the name of the R.B.H. Lacquer Base Company, and this year one was selected which more accurately described its activities. R.B.H. Dispersions, Inc., is the name of an organization which is devoting all its efforts to pigment dispersion problems.

R.B.H DISPERSIONS, INC.

BOUND BROOK, N. J.

because of the realization of this vital need principally by the executives of trade associations. Moreover, this practice is sound, so logical, and so clear that the trend into more and more industries has been marked especially in recent years. Accountancy, as a broad profession, seems to lack the cohesiveness and broadness in viewpoint in the present state of its development to tackle this very fundamental job voluntarily in behalf of divisions of industry and commerce but that reluctance is not shared by the executives of progressive trade associations.

The results in many industries have been (1) that costs are being determined by an expanding number of concerns according to sounder practices and more basic cost knowledge; (2) similar captions are being used by an increasing number of concerns in respective industries to classify profit and loss items so that the percentage of a recognized expense item to net sales is available for ready comparison to determine whether it is excessive or not; and (3) similar captions are being used by an increasing number of concerns for balance sheet items so that typical balance sheet proportions may be more logically determined.

The advantages in the development of a program of uniform accountancy within an industry lie particularly in the increasing availability to the members of vitally important specific financial information at regular intervals. Only upon the firm base of uniform accounting can analyses of the type of this, which has just been presented, be expanded logically and effectively.

War and Industry

The status of America in world affairs today is one of noncombatant unneutrality, said Dr. Paul F. Cadman, president of the American Research Foundation, in an address, "The European War and American Industry." The speaker discussed at length the politico-economic circumstances of European troubles and was critical of the not unrelated arraignment of business by government at home.

Dr. Cadman did not look for a war boom for American industry, because the belligerents are relatively well prepared and supplied with reserves or with resources within their own scope. His summation was:—

I have tried to make two points in these very few minutes. First, that criticism of American business was not only engendered but quickened by the declaration of war; that we had to meet that criticism intelligently. Secondly, that business has spoken clearly and unequivocally, saying that is does not want a war boom.

We are determined not to participate in this war because we know that participation will be futile. But we can express in every way possible, yes, even by the shipment of our goods, our sympathies with France and England; for their democracy is our democracy, and in the long run democracy merits a common defense.

When we come at last to our home problem and deal with it as we must, we will be trying to maintain that system of government that allows a man to choose what he will do; and when he chooses what he will do he must be free to think as he pleases; and when he does and thinks as he pleases, he can believe as he pleases. This is democracy's answer to the whole concept of totalitarianism. It is the essence of freedom. It is the reason why we rejoice in what we please to call American institutions. I am happy to recognize with you that once more these institutions are finding favor in the eyes of our people. It is our business to tell our story in forthright confidence and unafraid to take our stand on the side on which we belong.

There was no contest in the annual election for officers of the association, and the instructed vote of the secretary approved the slate presented by this nominating committee. The list of 1939-40 officers is given on the first page of this story of the convention.

Committees

Of the standing committees only that on by-laws and that in materials were scheduled to report to the meeting; the reports of the others were distributed in a pamphlet. The by-laws committee offered no changes. The arbitration committee had no work to report. The gist of reports by others was as follows:—

Calcimine and Water Paint

Cooperation of the industry with the National Bureau of Standards under the new Federal specifications for protein binder (casein) cold-water paints was asked by the calcimine and water paint division, of which Carl Iddings was chairman. The report urged the desirability of standardization of the quality of these products so that consumers could rely on their uniformity.

The division also told of its cooperating with the Federal Housing Administration in respect of uniform results of wall treatment.

Chamber of Commerce of U.S.

Commendation of the work of the Chamber of Commerce of the United States was expressed in the report of Frank J. Sampson, national councillor for the association in that body.

Clean Up and Paint Up

A review of its twenty-seventh year's work was presented in the report of the national clean up and paint up campaign committee. Sales of display material in 1939 were reported to have been 48.7 percent greater than those in 1938. Campaigns had been actively solicited in approximately 6,000 communities. Estimated resulting sales of paint ran to more than $1,000,000 in several cities. Evidence of the appreciation of the campaign by public officials was presented.

The necessity of continuous promotion of the campaign was pointed out by the committee, of which Adam Daum was chairman, and its report concluded as follows:—

What has been and is being accomplished by your national clean up and paint up campaign committee has proved it to be an almost incredibly profitable investment for an industry, which, while profiting, is at the same time rendering a conspicuous public service which has been definitely recognized by the chief executive of the nation, governors of States, State legislatures, mayors, school authorities, and the American people generally wherever the potentials of the campaign have been demonstrated.

It is the earnest hope of your committee that the generally repressive business and financial conditions which necessarily and unavoidably have restricted the expansion of your great clean up and paint up movement during the past decade of economic harassment will soon be superseded by a happier era which will enable the expansion of the campaign to a scale approaching its full and as yet unused potentials for further increasing the sale of our industry's products while benefiting the nation.

Credit and Collections

Paint credit men are forming the habit of attending conferences, according to the report of the committee of which H. E. Rhell was chairman, and the paint group conference was the outstanding one at the congress of the national association of credit men last June. Additional local paint clubs have set up credit committees for the first time. The committee has distributed much valuable information, obtained by a questionnaire, on bad debt losses and turnover of accounts receivable.

Drying Oils

The report of the drying oils committee, submitted by Thurlow J. Campbell, chairman, was as follows:

Between 700,000,000 and 800,000,000 pounds of drying oils are annually consumed in the United States, and difficulty has been experienced in recent years in securing a sufficient quantity of certain types of these oils. It is believed that those which have been imported to the greatest extent, such as linseed, tung and perilla oil, could all be grown to a much greater extent in certain parts of the United States, so that the industries in our country would be less dependent upon foreign sources. Good starts have already been made with tung oil, while linseed oil is gradually being adapted to various sections of the country. Considerable experimental work has also been done with perilla oil. It seems probable, therefore, that a larger proportion of the oils referred to above will ultimately be grown in the United States, particularly in the South, where there is extensive pressure to reduce the acreage now planted to cotton, and where there is already a crushing capacity that might be useful.

Your drying oils Committee has given all the above matters very careful considera-

UVERSOLS
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OLEATES
RESINATES
PASTES
STEARATES
PALMITATES

Harshaw is the only manufacturer producing a complete line of driers and metallic soaps — and Harshaw has 37 years experience in this field . . . Production is rigidly controlled. From batch to batch, these Harshaw products are uniform and of highest quality . . . Use Harshaw driers and metallic soaps for better results.

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Quality Products since 1892
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Works at Cleveland and Elyria, Ohio and Philadelphia, Pa.

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Ivory Black *Carbon Blacks*
Oxides, all shades
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Conventions are always interesting . . . they mark a spirit of friendly co-operation among all in the trades. But to us they always mark the passing of another year . . . an opportunity to thank our many friends for their courtesies the past twelve months . . . a chance to give a further assurance of our willingness to help in our own small way in the future, with IMPERIAL Blacks of quality!

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•INTENSO
•IMPERIAL 50
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NO. 1020 BASE
for **WALL PRIMERS AND SEALERS**

Send for Descriptive Booklet on No. 1020 Base

Use 1020 Base for manufacturing a Sealer or Primer for use on Exterior and Interior porous surfaces. It may also be sold as a clear Sealer. It has exceptional adhesion and is non-penetrating.

NO. 600 LIQUID
FOR FLAT WALL PAINTS

Send for Descriptive Booklet on No. 600 Liquid

This vehicle will always be used by those who desire to make a superior paint. Paints made with it will not cost as much as those made from Wood Oil Vehicles containing less non-volatile, as our suggested formulæ for Flat Wall Paints will prove.

The THIBAUT & WALKER COMPANY
Specialists in Grinding Liquids and Dryers
Long Island City, New York

Western Representatives:
MARTIN, HOYT & MILNE, INC.

906 East 3rd Street, Los Angeles, Calif., Michigan 9878
Merchants Exchange Bldg., San Francisco, Calif., Kearney 3553
1501 N. W. Kearney St., Portland, Oregon, Beacon 6904
Acheson Terminal Foot of Main St., Seattle, Wash. Capitol 0776

tion, has conferred with various officials of the U. S. Department of Agriculture and others who would be helpful in this direction, and has encouraged the work of the scientific section in promoting these possibilities and in carrying on the experimental work referred to above.

Legislative

Forty-four State legislatures have had regular sessions since January 1, 1939, and in many of them painter license bills were introduced not conforming to the model law which the association had accepted as constituting an effective code of fair competition. Bills deemed to be drastic in restrictive provisions were opposed by the committee, of which E. A. Foy, jr., was chairman, and William J. Pitt, vice-chairman, which submitted a report showing that twenty-two bills, including three model bills, were killed. Several others are still pending, notably a measure designed to relax the provisions of the Wisconsin act which has been in effect several years. This act, according to the report, is proving the prediction that such measures are restrictive of employment.

Vigilance with regard to local ordinances which might prove harmful was urged on the membership.

In recognition of his long service on the committee Mr. Pitt was presented with an engrossed testimonial by the executive committee and for that body President Trigg presented Mr. Pitt with a gold watch on the dial of which the twelve letters of his name replaced the customary numerals.

Local Association Programs

Eight letters containing ideas and suggestions for constructive programs were mailed through association offices to various local associations in the past year, according to the report of M. D. Swartz, committee chairman. These dealt with old timers' nights, Christmas parties, mass meetings on styling and instalment selling, motion pictures, shopping surveys, legislation, clean up and paint up. Continuation of the exchange was recommended.

Membership

The largest membership in the history of the national association, indicating definite progress toward the goal of 1,000, was reported by the membership steering committee, of which V. C. Bidlack was chairman for class A members and Thurlow J. Campbell for class B. The total of 896 manufacturing and wholesale members represents a net gain from 871 members on September 30, 1938, and to this number is added 330 class C, making a total of 1,220. Two associations became affiliated in the last year, the Houston Paint, Varnish and Lacquer Association, and the Jacksonville Paint Dealers Association.

The following also were elected to membership at the meeting of the executive committee:—

Class A—Brown Paint & Color Works, Houston; Southern Shellac Manufacturing Company, Memphis; Finishing Laboratories, Syracuse.

Class B—Carl Gorr Printing Company, Chicago; South Texas Cotton Oil Company, Houston; U. S. Industrial Chemicals, Inc., New York.

Class E—Bronx Hardware & Supply Company, New York; Lilly Brokerage Company, Memphis.

Memorials

The committee on memorials, of which George B. Heckel was chairman, reported the deaths of seventy-one members in the past year as follows:—

Louis Claude Aveilhe, of John G. Butler Company; Chester T. Ayres, of the Union Carbide & Chemical Company.

James Barnard, of C. K. Williams & Company; Chas. E. Baumheckel, of Forbes Varnish Company; William H. Beale, of Hanline Bros.; Clarke Bennett, of Reichhold Chemicals, Inc.; John A. Bittner, of Patek Bros.; Louis B. Boehmer, of the Wilson Paint & Glass Company; Everett C. Booth, of the Booth Paint Company; John Briggs, Jr., of Briggs-Maroney Company; David R. Bristol, of the Tredennic Paint Mfg. Company.

Percy M. Carter, of the National Lead Company; James A. Caselton, of the National Lead Company; Robert L. Clancy, of the Southport Paint Company; G. Edson Clark, of Whittaker, Clark & Daniels; F. J. Cooledge, Sr., of F. J. Cooledge & Sons.

David A. Drew, Jr., of J. Meyer & Sons; Alfred R. Driscoll, of the Pittsburgh Paint Supply Company; Eugene E. Droesch, of American Cyanamid & Chemical Company.

John A. Faulkner, of the Black Diamond Paint Company; J. W. Fitzsimmons, of the Pacific Paint & Varnish Company; Walter D. Foss, of the Wooster Brush Company; Louis Freundt, of the American Can Company; H. P. Fritsch, of the Vane-Calvert Paint Company.

Joseph F. Glidden, of the Varnish Products Company; Charles E. Gorrell, of John Lucas & Company.

Joseph W. Haneke, of the Murphy Varnish Company; Jervis Ralph Harbeck, of the American Can Company; Wm. B. Hardcastle, of Spencer Kellogg & Sons; Joseph W. Hartman, of Imperial Oil & Gas Products Company; Harry W. Hecker, of the Allentown Paint Manufacturing Company; Paul Hollstein, of J. M. Lehmann Company; Virgil H. Hunter, of the Werner G. Smith Company.

John G. Isham, Jr., of the National Lead Company.

Arleigh Kidd, of the Kidd Paint & Glass Company.

Edwin C. Lewis, of Mountain & Plain Paint Company; George C. Lewis, of the L. Martin Company; William Lilly, of the Lilly Paint Company; William Longfelder, of H. Kohnstamm & Company.

Luther Martin, 4th, of the C. K. Williams & Company; George B. McClain, of C. A. Willey Company; Harold McCue, of the Pittsburgh Plate Glass Company; Horace C. Marble, of the Densol Paint Company; John J. Meehan, of the Waterproof Paint & Varnish Company; Ralph Mitchell, of the Boston Varnish Company; Richard Moore, of Benjamin Moore & Company; George E. Moser, of George E. Moser & Sons, Inc.

James B. Neal, of C. K. Williams & Company; Arthur Wilcox Norton, of the Continental Can Company.

Harry M. O'Neil, of O'Neil Duro Company.

Charles W. Paeschke, of Geuder, Paeschke & Frey Company; Guy Panier, of American Cyanamid & Chemical Company; Glenn H. Pickard, Clarence D. Pratt, of the Pratt Paint & Varnish Company; George Prifold, of the Paraffine Companies, Inc.

M. Arthur Richardson, of the Inland White Lead Company; Philip W. Ruppert, of the National Lead Company.

William C. Schaefer, of the Schaefer Varnish Company; M. E. Shoptaugh, of Smith, Alsop Paint & Varnish Company; Wm. H. Seigle, of Johns-Manville Corp.; George F. Smith, of George F. Smith, Inc.; Samuel Stroock, of Stroock & Wittenberg Corp.

Allen P. Tallman, of the Oxford Varnish Company; Wm. Nelson Taylor, of the National Lead & Oil Company; V. G. Thomas, of Wishnick-Tumpeer, Inc.; Frank W. Thurston.

Merriweather J. Waugh, ex-president, Paint Mfrs. Ass'n of the U. S.; Arthur Wells, of the American Cyanamid & Chemical Company; John R. Wettstein, of the National Lead Company; Ralph E. Williams, of Patek Bros.; Harry B. Winne, of the Boston Varnish Company.

Public Service

The object of this committee, a joint group representing the National Paint, Varnish and Lacquer Association and the Painting and Decorating Contractors of America, is to maintain and increase public confidence in paint by developing a better understanding between the industry and the consumer. Association members are Ernest T. Trigg, chairman; R. W. Lindsay, R. A. Plumb and Robert J. Smith, while the contractor members are R. F. Brueggemann, Henry Afman and Ben Wickberg. At the first meeting on July 12, 1939, the following subjects were considered:—

1. The promotion of state and municipal legislation of value to the industry and to the public.

2. The possibility of developing in the public mind, through advertising, and interest in finished results—color—beauty—sanitation—rather than in paint as a product.

3. The sanitation value of paint in hospitals as compared with some products now being used which are sold on the claim that they do not require painting.

4. The fallacy of the claim that certain building materials now being used extensively do not require painting.

Roof Coatings

The roof coating division, of which R. A. Gaines was chairman, reported excellent progress in the matter of assuring sane and credible claims for various materials, the work of the division having been directed largely to combating highly colorful and apparently exaggerated statements as to durability and quality. The fifteen year guarantee, says the report, is now unheard of and modifications of all guarantees are noted. It is felt that this change will help the division in its primary objective of increasing sale of roof coating products. It offers its members advice and counsel on technical and sales problems and is considering a trade practice agreement.

Mr. Gaines presided at a luncheon meeting of the division during the San Francisco convention, at which President Trigg discussed the problems of manufacturers of this type of product, and explained the many departments of the association which were carrying on work of interest to its members. Dr. H. A. Gardner, director of the scientific

ISOLINE (Dehydrated Castor Oil)

A HIGH QUALITY DRYING OIL WHICH HAS BEEN ENTHUSIASTICALLY RECEIVED BY THE PAINT, VARNISH AND LACQUER INDUSTRY BECAUSE, WITH THE PROPER RESINS:—

1. It produces the most durable of all films,
2. It produces colorless and color retentive varnishes and white enamels,
3. It produces colorless and color retentive baking enamels,
4. It produces varnishes and enamels which dry in four hours.

(NOTE: Isoline is manufactured under Patent 1,892,258 dated December 27, 1932, and thus you are protected against patent litigation)

ISOLINE CAN BE SUPPLIED IN M, Z, Z-2 AND Z-3 BODY

ISOLINE FATTY ACIDS

PRODUCE ALKYDS WHICH MEET THE MOST EXACTING REQUIREMENTS OF CHEMISTS AND PRODUCTION MANAGERS FOR SUPERLATIVELY COLOR RETENTIVE VARNISHES, BAKING ENAMELS AND AIR DRIED ENAMELS.

Woburn high quality Fatty Acids have been the standard for years for the manufacture of Alkyds of all types.

WOBURN DEGREASING COMPANY OF N. J.

Chemical Division HARRISON, N. J.

section offered the full cooperation of his section in working with the roof coating people.

Simplification

Signatories to the industry's simplification plan have approved the committee's recommendation providing for half-gallon cans of wagon and implement paint, according to the report of the committee of which J. E. Ingram was chairman. This went into effect as of November 1, 1939. Elimination of half-gallon cans was included in the simplification program, but the step was taken to meet competition by the implement manufacturers.

Save the Surface

C. W. Eastwood, chairman of the save the surface committee, reported color is the background of the publicity releases which are constantly being distributed by the campaign. News stories are being disseminated through 1,000 newspapers, broadcast material is being used by 175 radio stations, special stories are being published by nationally distributed magazines, trade journals and farm publications, cooperation with the FHA is being carried on and educational material is being supplied to teachers and extension workers in rural areas.

Tariff

The tariff committee, of which R. H. Everett was chairman, reported that a House committee had on March 30, following protest by the paint and other industries, rejected three proposals the combined effect of which would have been to abolish the current tax of 1.38 cents per pound on perilla seed and of 1.24 cents on hempseed, and while abolishing the current excise tax of 4½ cents per pound on perilla oil, hempseed oil and certain others to levy a processing tax of 5 cents on such oils.

Another House bill proposing a processing tax of 6 cents per pound on perilla, hempseed and other oils with no provision for eliminating the current excise tax of 4½ cents was not brought to hearing.

The committee called the industry's attention to proposed trade agreements with Argentina, the effect of which would be to grant concessions on casein, linseed oil and flaxseed; and with Belgium, considering the granting of concessions on chalk or whiting or Paris white of various grades, putty, cobalt oxide and sulphate, white lead, zinc oxide and leaded zinc oxides containing not more than 25 percent of lead, and ultramarine blue of various grades.

Trade Mark

Charles J. Casper, chairman, gave the report on work of the trade mark bureau, purpose of which is to secure and furnish information on every trade name in use for the guidance of members in adopting new product names. Records are now more complete than ever, many additional trade names having been obtained in the past year by direct inquiry. The committee henceforth will advise members from time to time each year of new names added to the bureau's files, publishing the data in *The Open Door*. It is suggested that this list be placed immediately in the hands of the person in each company having trade marks in charge. Full use of the services of the bureau is urged.

Unfair Competition

The unfair competition committee, of which H. E. Webster was chairman, functions only in matters of broad policy and maintains complete separation from the activities of the unfair competition bureau in eliminating unfair trade practices. The committee reported increased effectiveness of the bureau in handling commercial bribery cases and intensification of field investigations under the supervision of the association's attorney-investigator. The bureau has cooperated with the Federal Trade Commission and with state officials. The committee comments that the good name of the industry requires unrelenting continuation of this work.

Scientific Section

The report of the scientific section of the association reviewed its general activities during the year, giving particular attention to that on oil-bearing plants. Much work had been done on raw materials and on analytical and testing methods.

Twenty-eight circulars had been published by the section during the year. The subjects of these were:—

"Paint Failures in Oklahoma City," "Federation Papers," "Putty Investigations," "Reagent Resistance Tests on Finishes," "Perilla and Chia Experiments in 1938," "Too Much Moisture," "Paint Tests on Impregnated Wood," "Recent Mildew Tests in Florida," "Yellowing of Flat Wall Paint," "Preparing Panels for Reflectance Values," "Hiding Power of Paints," "Preparing Panels for Specular Reflectance Values," "Mildew Prevention," "Blistering of Paint on Insulated-Humidified Dwellings," "Improved Abrasion Apparatus," "Perilla Experiments in 1939," "Portable 60° Glossmeter," "Practical Testing of Floor Finishes," "Putty for Glazing Wood Sash," "Film Thickness and Durability of House Paint," "Label Instructions for Thinning House Paints," "Improved Method of Grinding Paints," "Nomenclature for Formula Labeling," "Tung Oil Replacements," "Abstracts Reviews No. 56, 57, 58, and 59".

The section also reported the following work under way:—

Color of dry varnish films.—This study was mentioned in the last report. It is readily apparent that the color of the dry film is much more pertinent than the color of the liquid coating. Some progress has been made but enought material for publication has not yet been obtained.

Permeability of films.—Recently a preliminary circular (580) on this subject has been published. The work is going forward in an attempt to design so-called "valve" or "breathing" paints for dwellings.

Aging of paint films. — A systematic method for studying the aging of paint films on wood is needed, to correspond with bending tests of films on metal.

Railroad finishes.—This project was mentioned in a previous report. It is a long-term project and is merely awaiting the passage of time for completion of the tests now under way.

Maritime finishes.—Cooperating with the United States Maritime Commission, tentative specifications have been prepared. As information is developed, these specifications will be revised.

Floor finishes.—A preliminary report dealing with a test method has been made in circular 584. A new test is now under way.

Painting plywood.—Indifferent, perhaps discouraging, results for rendering joints in plywood lining for walls invisible under relatively thin finishes, such as flat wall paints, have been obtained. Nevertheless, work is being continued, especially with thicker films, bordering on plastic finishes.

Acoustic paints.—If paints of decided sound absorbing character could be developed, a huge market would be created. Attempts to formulate paints along this line are being made.

Paints for concrete.—A study of paints for concrete surfaces, such as floors and tanks, has been started. A wide range of commercial and experimental finishes will be used.

Wettability of pigments and liquids.—Development of a satisfactory test to determine quickly the relative wettability of pigments and liquids is needed. One line of attack is to form the dry pigment into cakes on which the liquids will be placed. The rapidity with which the liquid spreads or is absorbed by the cake may indicate wettability.

Soybean oil.—Tests on varnishes containing this oil are in progress and the results should appear sometime next year.

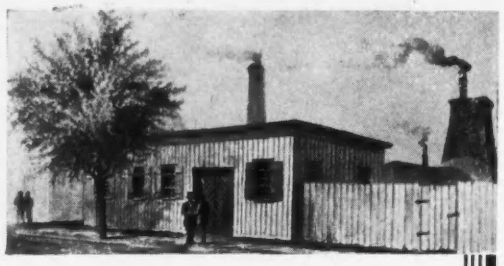
Mildew.—As indicated in circular 579, studies are being continued.

Asphalt.—At the request of the roof coating division, some exposure tests are being made on various types of asphalt, in an attempt to prevent browning by pigmentation or other means. Also under way is an exposure test on some selected asphalt roofing paints, the merits of some of them being allegedly grossly exaggerated.

Plasticizers.—New important coating materials are chlorinated rubber and polymerized rubber. Tests are being made to find the most satisfactory plasticizers for these products.

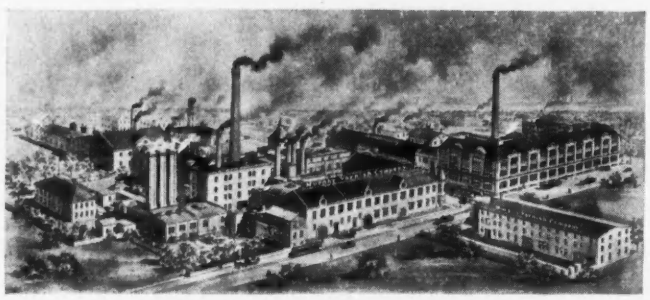
Compatibility of paints.—A study of the compatibility of so-called "soft" and "hard" paints has been proceeding. Much data on painting jobs have been gathered together with photographs. We have made an endeavor to collect histories of as many cases as possible, so that we will ultimately have several volumes of data. These may ultimately be valuable to our industry when theories are proposed which are contrary to practice. Ill-advised recommendations, especially such as have been made to our own government, should be resisted vigorously.

A digest of the discussions in the technical forum will be printed in next week's OPD.



The Murphy Standard of Quality was established in this small factory 74 years ago . . .

The same high standard, aided by every modern facility, is maintained in today's Murphy plant.

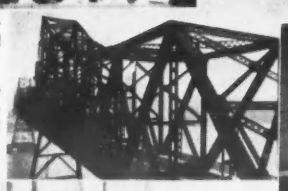


MURPHY VARNISH COMPANY
NEWARK, N. J.
CHICAGO, ILL. SAN FRANCISCO, CAL.

For DURABLE, ECONOMICAL COATINGS

Use MAPICO Colors

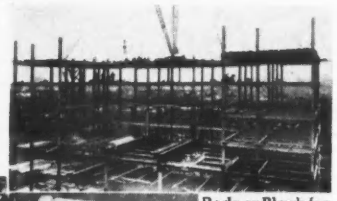
Browns for permanent sash and trim paints



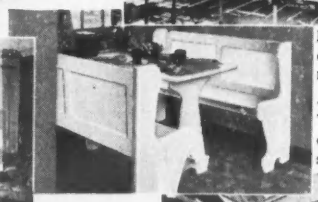
Black for enduring structural paints

Reds, Yellows or Browns for glossy, tough floor paints

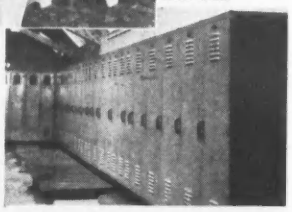
Reds or Yellows for beauty in tinted walls



Reds or Blacks for economical metal primers



Yellows for clean tints for inside trim



Yellow and Black for olive green coatings for metal furniture

MAPICO Colors are pure oxides of iron. Easy to disperse in all types of vehicles, inert, nonreactive. Give high coverage, great tinting strength.

MAGNETIC PIGMENT CO.
BINNEY & SMITH CO., Distributors
41 East 42nd St., New York, N. Y.

Oils, Fats, and Waxes

Moderate Changes in Cottonseed Oil and Lard Futures—Castor Oil Fatty Acid Advanced—Soybean Steadier—Olive and Oiticica Shaded—Copra Easier—Tallow Steady

No material change in the character of business was noticeable in the market for miscellaneous oils, fats and greases last week. Sellers were generally busy with deliveries on contracts previously placed, but new business was along the same rather narrow lines noted in the previous period, the absence of stimulating developments in the markets for cottonseed oil and lard futures making buyers of other oils and fats disposed to adhere to a conservative course for a time. The trend of prices was again downward, although steady or firm spots were not lacking.

Supplies of not a few imported and domestic vegetable, animal and fish products appeared to be light or moderate. In some instances there appeared to be no prospect of any material change in the situation in this respect in the near future. In the case of commodities of foreign origin much uncertainty still existed concerning future supplies, and in such circumstances shipment quotations from abroad were unobtainable or merely nominal.

Price Changes

Prices were changed during the past week as follows:—

Advanced

Castor oil fatty acid, 1c. per lb.
Cod oil, 5c. per gal.
Linseed meal, 50c. per ton.
Menhaden oil, crude, 1½c. per gal.

Reduced

Beeswax, African, ½c. per lb.
Coconut oil, crude, Coast, ⅛c. per lb.
Coconut oil fatty acid, ½c. per lb.
Copra, 15-100c. per lb.
Japan wax, ½c. per lb.
Lard, 5c. to 25c. per 100 lbs.
Oiticica oil, 1c. per lb.
Olive oil, denatured, 10c. per gal.
Olive oil foots, 1c. per lb.

Comparative Values

Index numbers compiled from twenty-three typical oils, fats and greases on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
106.2	**106.4**	**106.8**	**101.1**

Market news that may have developed after this report was sent to press will be found on page 4.

Chinawood Oil

Further moderate arrivals of chinawood oil were reported here last week. Apart aside from this the situation lacked features of interest. No material change was reported in the situation abroad. Offerings from China still being reported as light and at prices said to be above a parity with those ruling locally. Offerings in the open market here were apparently still limited to comparatively small lots, with the holders asking around 27c. per pound in tankcars, and 27½c. to 28c. for drums. The quiet market was reported on the Pacific Coast. Importations at the port of New York were reported of 862,000 pounds and 60 tons.

SAN FRANCISCO, Nov. 8.—Only drum business is being transacted in the market here for chinawood oil this week, with the quotation down slightly from the previous period. Tankcars are quoted nominally for future shipment at 25c. per pound, while 26c. is asked for prompt shipment.

Vegetable Oils

Castor, Dehydrated.—The market was virtually nominal in the absence of normal supplies of this material. The only firm price was one made for drums in less than car-lot quantities. The range was 16c. to 18c. per pound, according to seller. Tanks were nominally 15c. to 16c. as to seller, and car lots in drums were also nominal at 15.6c. to 17.6c. The scarcity of supplies stemmed from the fact that shipments of castor beans were slow in coming from Brazil and available only at very high prices that have resulted from widespread speculation in the primary market.

Coconut.—The local market for crude retained a steady tone in the absence of any material change in the Far Eastern situation. There were reports of fair transactions on the basis of 3⅞c. per pound for tankcars. Refined oil met with a fair demand and the market retained a steady tone.

SAN FRANCISCO, Nov. 8.—Coconut oil is quoted on a nominal basis today at 3½c. per pound in tankcars, f.o.b. Pacific Coast ports and/or mills, with the possibility that bids of 3⅜c. might be accepted. No bids were noticed on that basis. The copra market eased off during the week and buying lacked spirit, owing to the light activity in coconut oil. Quotations today were generally running from 2.10c. to 2.15c. per pound, c.i.f. Pacific Coast ports, although some of the factors were quite confident of picking up scattered parcels here and there at 2.05c. Supplies seem to be fairly plentiful, but neither side is pushing.

Corn.—Quotations on crude oil underwent narrow changes during the past week, the prevailing tone being steady. There were reports of a somewhat better inquiry. Offerings continued light. Refined oil met with a fair request and the market was steady.

Cottonseed.—Edible oil remained in a steady position in the local market. A fairly active request was noted, the movement apparently being on a normal scale for this period of the year.

Oiticica. — Supplies available for prompt delivery continued to be reported as light, some quarters still being bare of spot stocks. There were reports of a good inquiry. Quotations ranged from 20c. per pound upward for liquid oil.

Olive.—Quotations on denatured oil covered an unusually wide range last week, extending from $1.05 per gallon upward, according to seller. Quotations on foots were 9c. to 9½c. per pound. There was a fairly active demand. Supplies in some quarters increased moderately.

Peanut.—Crude oil was generally reported as quiet, but with offerings light prices ruled steady. There were reports of a fair inquiry.

Perilla.—The inquiry was somewhat better, sales being reported at 14c. per pounds in drums, while quotations on tankcars were generally around 13¼c.

Soybean.—The market had a firmer tone owing to the upward trend recently in soybeans. Crushers in some cases were not inclined to offer very freely, preferring to hold off for further developments.

Markets at Other Centers

San Francisco, Nov. 8.—Vegetable oil buyers are content now to take in the shipments they ordered over the past few weeks and hold up purchasing temporarily, excepting in the case of drum lot business, which is running spasmodically. Most all materials were either fractionally lower on quotation or were available at slightly lower levels on bids than they were a week ago. There seems to be no shortage of any supplies excepting in teaseed oil, which temporarily is not quoted.

Ruling prices are:—

BABASSU.—Quoted at 6⅜c. per pound in tankcars, f.o.b. mills, Pacific Coast.

OITICICA.—Raw, liquid oil is quoted on the basis of 19½c. to 20½c. per pound in drums and/or tankcars, f.o.b. Pacific Coast ports for spot shipment or future delivery from Brazil.

COTTONSEED. — Domestic bleachable oil is quoted at 6⅞c. per pound in tankcars.

PERILLA.—Quoted at 12¾c. per pound in tankcars, f.o.b. Pacific Coast ports for prompt or deferred shipment, with buying slow.

RAPESEED.—Refined and denatured oil quoted at 7¾c. per pound in tankcars, f.o.b. Pacific Coast for forward or prompt deliveries

TEASEED.—Still apparently unavailable, with local importers stating they are not in a position to quote owing to the scarcity of foreign offerings. Nominally priced at 12½c. per pound in drums, f.o.b. Pacific Coast ports.

Chicago, Nov. 10.—Prices have been tending a little lower in some of the principal grades of vegetable oils here in the last few days as buying is a little backward.

COCONUT. — Coast basis, November-forward, 3½c. to 3¾c. per pound. Refined, edible oil, 9¼c. to 9½c. per pound, drums, car lots; and 9¾c. to 10c., drums, less than car lots.

CORN.—Crude, low acid, 6c. to 6¼c. per pound, partly nominal. Refined, edible oil, 9c. to 9½c. per pound, barrels, car lots; and 9½c. to 9¾c., barrels, less than car lots.

PEANUT.—Crude, mills, November-forward, 6¾c. to 7c. per pound.

Current prices on animal, vegetable, and fish oils (under Oil), fats, and grease (under Grease) are given in the alphabetical list of prices beginning on page 7

For Every Specification

Processed
Refined
Blown
Cooked
Sulphonated

VEGETABLE and FISH OILS

Perilla Oil
Soya Bean Oil
Sardine Oil
Liquid Oiticica Oil

Let us quote you Spot or Contract

CROWN
OIL PRODUCTS CORP.
214 49th AVENUE
LONG ISLAND CITY, N. Y.

STEARIC ACID

Single Pressed and Double Pressed
Available in either cake or flake form
Triple Pressed
IVORY BRAND

RED OIL
(OLEIC ACID)

RUBY OLEINE BRAND (*distilled*)
STAR BRAND (*saponified*)
CANARY BRAND
(*very pale yellow, especially suitable for best types of dry cleaners' soaps.*)

PROCTER & GAMBLE
MAIN OFFICES
Gwynne Bldg., Cincinnati, Ohio
220 East 42nd St., New York City
Branches and stocks in all large cities

CHINA WOOD OIL
WAH CHANG TRADING CORPORATION
SPOT — Woolworth Building, New York, N. Y. — FUTURE

There is not a commercial center of any importance in any part of the World where the Oil, Paint and Drug Reporter does not circulate.

THE BRODE CORPORATION
MEMPHIS, TENNESSEE
PRODUCTS OF COTTONSEED, PEANUTS and SOY BEANS
Members—Memphis Merchants Exchange (Futures in Cottonseed Meal)
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JAMES LOVATELLI & CO., 2 Broadway, New York City
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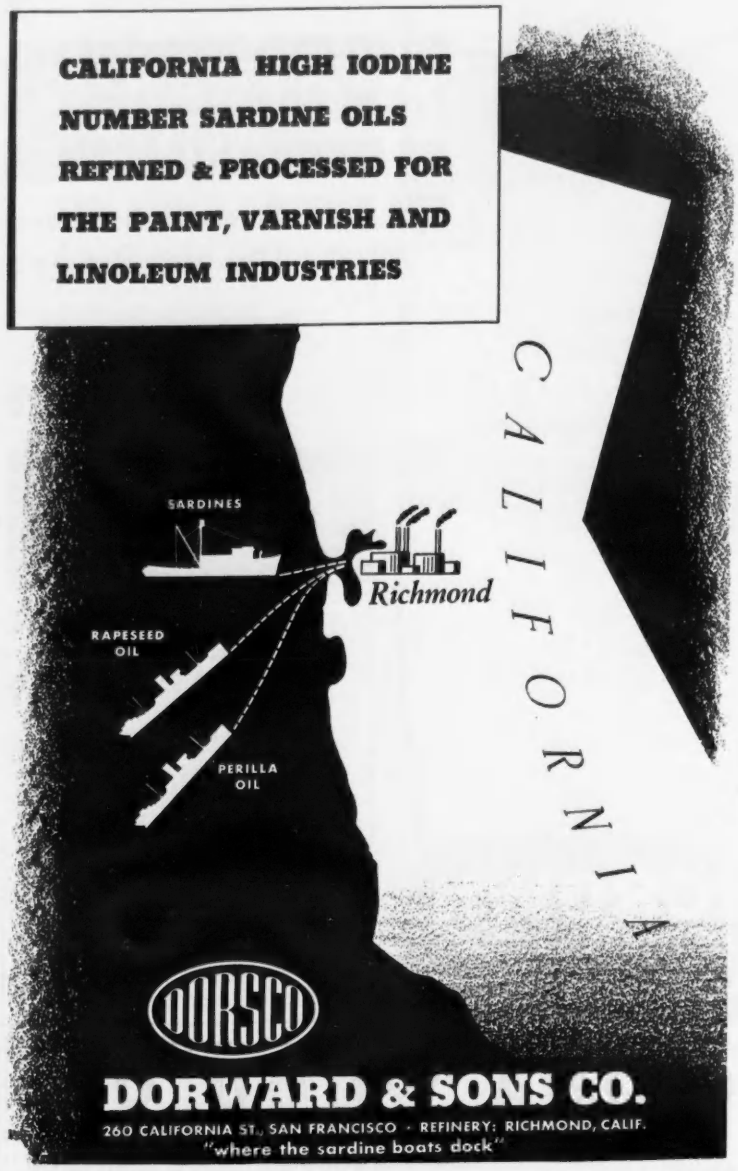

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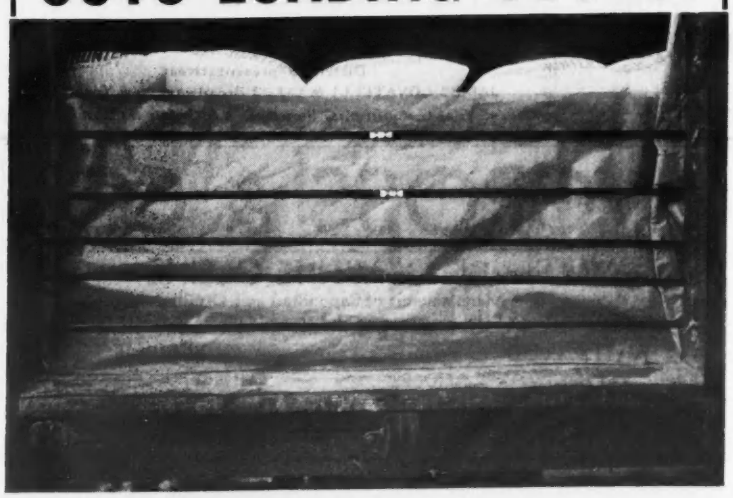

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SOYBEAN.—Crude, mills, 4¾c. to 5c. per pound, November-forward.

The market for soybeans on the Chicago Board of Trade was active. Prices showed irregularity, but the undertone of the market was considered firm. The export inquiry showed some falling off. Offerings of cash beans and future contracts were generally light. Following is a price record, per bushel, for the week:—

	High.	Low.	Closing Nov. 10.	Closing Nov. 3.
Cash, No. 2..	$0.97½	$0.96¼	$0.97	$0.96
December	.97¾	.95½	.97¼	.97¼
May	.99½	.96¼	.98⅝	.99

Linseed Oil

Fluctuations in flaxseed quotations were frequent last week, but linseed oil prices were generally steady. Meal firmer. Cake unchanged.

Flaxseed—DULUTH, Nov. 10.—Prospects of meagre marketings, now that the bulk of this year's flax crop has been moved, and a steady demand of good proportions, sustains firmness in the flax market here. The trading basis is unchanged, at 10 cents over Minneapolis December for flax on track, and 9 cents over for flax to arrive.

Trade reports indicate that after deducting 2,000,000 bushels for seed, the only available flax for marketing amounts to but 1,400,000 bushels, so that does not leave much to go on for the rest of the year.

The week's closing price range was as follows:—

Saturday	$1.84½	$1.74½
Monday	1.86	1.75
Tuesday	*	...
Wednesday	1.87½	1.76½
Thursday	1.86	1.75½
Friday	1.87	1.76

* Holiday.

Crop movement in bushels follows:—

	Receipts 1939.	Receipts 1938.	Shipments 1939.	Shipments 1938.
This week..	41,233	16,083	321,596	2,738
Since Aug. 1....	3,445,448	1,496,777	2,861,170	871,141

MINNEAPOLIS, Nov. 10.—Demand for cash flax remains good and prices are firm as compared to futures. Local crushers are in the market steadily and diversion point buyers are competing for northern offers. Altogether the tone is strong and there is no lack of outlet for the moderate receipts now showing.

Shipping advices from the country are light and a straggling movement is expected to continue through the balance of the season. Currently there is not enough seed coming on the market to care for requirements and crushers are drawing on their public and private elevator reserves. Stocks in public elevators decreased 70,000 bushels in three days. Last week the total decreased 40,000 bushels, leaving 5,115,000 bushels on hand. Country elevator stocks are moderate to light because country shippers have been keeping supplies in motion on account of the high premiums prevailing.

Diversion point demand has shown considerable force because of the change in Argentine news. Buying is expected to continue to just prior to the close of navigation. Crushers along the lakes are not as confident of getting cheap Argentine seed.

Little is said of the Argentine trade pact right now and the storm has died down but any fresh move to reduce the import duty on flax coming from South America will be opposed promptly.

The week's closing price range was as follows:—

	Cash.	Dec.	May.
Saturday	$1.82½	$1.74½	$1.75
Monday	1.82¾	1.76	1.76¼
Tuesday	1.84	1.74½	1.74½
Wednesday	1.84½	1.76½	1.76½
Thursday	1.83	1.75	1.76
Friday	1.84	1.76	1.76

Crop movement in bushels follows:—

	Receipts 1939.	Receipts 1938.	Shipments 1939.	Shipments 1938.
This week..	102,200	47,160	40,600	1,430
Since Sept. 1...	3,171,000	1,613,670	1,059,400	175,240

WINNIPEG, Nov. 10.—Flaxseed prices were irregular with grain. Trading was quiet. The week's closing price range was as fololws:—

	Cash.	Dec.	May.
Saturday	$1.60	$1.59¾	$1.61
Monday	1.59	1.59¼	1.61
Tuesday	1.59¾	1.58⅞	1.61
Wednesday	1.59½	1.59	1.61½
Thursday	1.59	1.59	1.61
Friday	1.58	1.58	1.62½

BUENOS AIRES, Nov. 10.—Opening prices per bushel on November contracts were:—

	Last week.	Last year.
Saturday	$1.26¼	$1.02
Monday	1.26⅝	1.01½
Tuesday	1.30⅝	...
Wednesday	1.30⅝	1.03¼
Thursday	1.28	1.04⅛
Friday	1.28	...

Exports

To—	Bushels Last week.	Bushels Previous week.	Bushels Last year.
United States.....	47,000	142,000	.....
United Kingdom..	.....	.....	.....
Continent	476,000	413,000	.....
Orders	.....	59,000	.....
Others	12,000	47,000	.....
Totals	535,000	661,000	.....

Since January 1

To—	Bushels This year.	Bushels Last year.
United States.....	12,362,000	.....
United Kingdom.....	2,220,000	.....
Continent	22,232,000	.....
Orders	8,137,000	.....
Others	2,579,000	.....
Totals	47,530,000	.....

Visible Supply

	Bushels.
Last week.....	1,969,000
Previous week.....	1,969,000

Linseed Oil.—A steady tone continued to prevail in the local market for linseed oil last week, quotations generally being held by crushers at the levels ruling in the previous period. There were frequent fluctuations in flaxseed prices in domestic and foreign markets, but the changes were not very wide. Business in oil remained quiet, such transactions as were noted being limited to unimportant quantities. There was a steady movement to consumers and dealers on contracts previously placed.

Cash flaxseed was in good demand in the Northwest and premiums over futures were firm. Arrivals at terminal points were lighter and the indications seemed to point to a further shrinkage in the movement in the not distant future, as unsold supplies in the hands of growers, on the basis of the government production figures, is put at around only 1,300,000 bushels.

There was no change in the character of crop reports from Argentina where recent excessive rainfall and abnormally low temperatures caused a downward revision of crop ideas, although the indications are still believed to point to a good yield as the area under cultivation is large. According to a recent official crop report from Argentina the prospects were only slightly better than fair.

There were no receipts of flaxseed at New York last week. India shipped 4,000 bushels to Europe.

MINNEAPOLIS, Nov. 10.—There was a little more interest displayed in deferred oil on account of the crop advices from

Current prices on animal, vegetable, and fish oils (under Oil), fats, and greases (under Grease) are given in the alphabetical list of prices beginning on page 7

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Argentina but little actual trade developed. Most of the buyers seem to have their nearby requirements contracted for and are not making fresh contracts of importance. However, that they are in need of liberal supplies of oil is evidenced in the good volume of shipping instructions coming to hand from day to day. Because of the change in the Argentine crop outlook crushers are not discounting future shipment and quote the same prices for delivery up to the end of March. Mills are running pretty close to capacity and probably will continue to do so up to the holiday season.

Quotations on carload lots, f.o.b. Minneapolis, tankcars, 9.5c. per pound; cooperage car lots, 10.1c. per pound; warehouse lots, 10.5c. per pound, November-March shipment.

Shipments of oil in pounds were as follows:—

	1939.	1938.
This week	2,760,000	1,042,554
Since Sept. 1	33,420,000	16,435,595

SAN FRANCISCO, Nov. 8.—Linseed oil prices remained the same throughout the period and buying was confined evidently to small drum lots for prompt delivery out of warehouse. Tankcar business was not a topic for discussion. Deliveries are the bright feature of the market. Quoted:—Tankcars, 9c. per pound; drum lots ex mill, 9.6c.; drum lots ex warehouse, 10c.

CHICAGO, Nov. 10.—Buying of linseed oil is along routine lines, and the price structure is still fairly well established at recent levels. Ruling prices are:—Tankcar, 9.5c. per pound; car lots, 10.1c.; less than car lots, 10.5c.

Cake and Meal.—Business in the local market was more active last week, an increase being noted in both domestic and export trade. Meal was advanced 50c. per ton. Cake steady.

MINNEAPOLIS, Nov. 10.—The meal market is displaying much better tone of late and gained $2.50 since last mid-week. Strength in soybean meal has been a helpful factor in advancing quotations. Demand is overtaking supply again and shipping instructions are much better than they have been.

Quotations on carload lots, f.o.b. Minneapolis, 100 pound sacks, $32.50 to $33 per ton.

Shipments of meal in pounds were as follows:—

	1939.	1938
This week	5,040,000	1,301,315
Since Sept. 1	51,500,000	25,565,838

CHICAGO, Nov. 10.—Linseed meal buyers are inclined to step aside and watch the market situation, without participating beyond the fulfilling of immediate needs. Round lots, $33 to $34 per ton, largely nominal; car lots, $34 to $35; less than car lots, $36 to $37.

Cottonseed Oil

Changes in refined cottonseed oil futures were moderate. Southern markets for cottonseed products were also reported as quiet with a steady tone.

Cottonseed Oil.—No broadening of speculative operations was noted in the local market for refined cottonseed oil futures last week. Trading was on a fair scale at times, but the dealings still lacked snap as many local and other traders were disinclined for one reason or another to embark extensively in new ventures on either side of the market. Some were disposed to hold off for fresh developments in political affairs at home and abroad. Others were inclined to await the monthly cottonseed report from the Census Bureau, while still others were watching the course of the markets for lard futures and other commodities for a possible clue to the course of cottonseed oil prices. In such circumstances prices were easily influenced by a small preponderance of orders on either side of the account, changes being within comparatively narrow limits.

At times the trend of lard was downward and there was scattered selling of cottonseed oil futures by local and other operators, but as already intimated, selling was not of an aggressive character. Trade interests here and in the South were credited with purchases on soft spots. Southern markets for crude oil appeared to be fairly steady as a rule with the marketing of seed generally reported below expectations and offerings of crude oil said to be light as prices for oil were unsatisfactory on the basis of seed values.

Soybean oil was steadier, owing to the recent sharp rise in prices for soybeans in the West, with crushers said to be disinclined in some cases to offer oil very freely. Consumption of soybean oil in the manufacture of margarin during September, it is of interest to note, was 7,377,913 pounds, against 4,274,614 pounds in the same month last year, while consumption of cottonseed oil was 3,084,624 pounds against 8,607,307 pounds. Corn and olive oils were easier. Copra weakened and Pacific Coast prices for coconut oil were shaded.

The monthly government report on the cotton crop was received from Washington on Wednesday. It put the indicated yield of cotton as of November 1 at 11,845,000 bales. This compared with 11,928,000 bales a month earlier and with a production last season of 11,943,000 bales. The quantity of cotton ginned to November 1 was stated by the Census Bureau at 10,085,260 bales against 10,124,773 bales in the same time last season and 13,160,423 bales in the corresponding period two years ago.

Switching from near to distant positions was something of a feature of the market. December was switched to March at 21 points difference and to May at 32 to 34 points. January was switched to March at 26 to 27 points and to May at 28 points. March was switched to May at 10 points difference. November 28 will be the first December notice day.

Trading in bleachable prime Summer yellow cottonseed oil futures on the New York Produce Exchange from November 4 to November 10, inclusive, comprised 512 contracts, a total of 30,720,000 pounds. Following is a price record for the week:—

	Cents per pound in tanks		
	High.	Low.	Close.
January	6.75	6.53	6.65@6.68
March	6.89	6.68	6.84 sale
May	7.07	6.79	6.93 sale
December	6.77	6.48	6.59@6.61

Crude, Southeast, .05⅝@.05¾c.

Chicago, Nov. 10.—Buyers of cottonseed oil remain mostly on the conservative side, unwilling to extend themselves. Tone seems fairly steady. Good, off-Summer yellow fig oil is 7⅜c. per pound. Refined, edible oil is 9¼c. to 9½c., barrels, car lots; and 9¾c. to 10¼c., barrels, less than car lots.

Cake and Meal.—Southern markets were reported as steady so far as the spot position was concerned, offerings continuing light in all sections.

Markets at Other Centers

Atlanta, Nov. 8.—Meal is quoted at $2 above the Memphis market. Prime crude oil is 5⅝c. per pound in the Southeast. It is claimed that a greater portion of the cotton crop has been ginned up to this time, than normally.

Memphis, Nov. 10.—Crude cottonseed oil remained quiet and steady during the week, the last transaction reported being at 5⅝c. Meal in good demand and firmer at $28 per ton for 41 percent, November-December shipment, Memphis basis. Bulk Valley cake $25.50 per ton, November-December shipment. Hulls generally quoted at $6 per ton at mill points. Weather in this section continues fair and picking of cotton is nearing completion.

Closing cottonseed meal quotations on the Memphis exchange were as follows:—

	November 2.	November 9.
December	$26.00@26.25	$26.75@26.90
January	25.60@25.90	26.25@26.50
March	25.55@25.65	25.75@26.00
May	25.45@25.60	25.50@25.75

Fish Oils

Cod.—The market was firm. Business was reported to have been closed recently at from 60c. to 68c. per gallon for Norwegian oil, the outside figure being for pale oil. Offerings were light, however, and quotations were mainly nominal.

Menhaden.—A steady tone prevailed in the local market for refined oil, selling schedules being maintained at previous levels. No broadening of trade was noted but in some circles a somewhat better request was reported for small or moderate lots to fill the current requirements of consumers.

Sardine.—Business in refined oil in the local market was along conservative lines, the call for moderate quantities being reported as fairly active. The market retained a steady tone, previous quotations being repeated.

Markets at Other Centers

San Francisco, Nov. 8.—Trading was active again in the California sardine oil market last week as a sizeable block of oil was reported to have moved out of San Francisco and Monterey Bay production at a figure of 32 cents per gallon, a price identical to that which sent oil into contract during the previous week. The situation was steady, although at the moment buyers have withdrawn their 32-cent ideas and it might be difficult to move any additional quantity right now at anything above 31 cents. From 75 to 100 tankcars were reported to have gone in the northern California area, while at the same time there was reported to have been interest in the south on the basis of 35 cents.

Another light catch of fish was noted during the period under review, northern California tonnage amounting to only 12,553 tons for the week ending November 3, while in southern California, where the season opened on November 1, there was a total of 3,373 tons turned in within the first three days, according to the California Sardine Products Institute.

This morning there were reports on the street of an unusually heavy catch of sardines last night, brought into both San Francisco and Monterey Bays.

Still catching up to last year's tonnage, the quantity of raw fish turned in to the plants as of November 3 totaled 149,956 for the season, compared with 158,115 tons for a like period last year. As there were some 2,000 tankcars of oil manufactured during the previous season, it was seen likely that if the present rate of catch keeps up there should be nearly an equal amount made during the 1939-40 season.

As the situation stands today, the best estimate that can be made by checking various sources would indicate that there have been in the neighborhood of some 1,600 tankcars of oil, more or less, sold into contract for delivery out of the current season.

Baltimore, Nov. 8.—The fishing companies that have their plants along the lower Chesapeake Bay and that operate there and off the Virginia capes have been pursuing the schools as far as Cape Hatteras in their southward progress, with good results, for the schools are fat and are estimated to yield from 18 to 20 gallons of oil per 1,000 fish, or one tank for every 400,000 fish. But the upper edge of Hatteras is about as far as the Virginia fishing companies go, and in the general opinion the end of the present week will see the finish of activities, which will be continued by the Carolina craft until the schools have progressed to a point off the Florida coast. Several tanks of menhaden oil are reported to have been sold during the week at 35 cents per gallon, which compares with the last previous transaction at 33½ cents per gallon. Because of the good results that have attended the efforts of the Virginia factories, it is believed that the latter have managed to accumulate some oil, which, it is thought, they are holding for prices in excess of the latest level.

Fatty Acids

Capric Acid.—A firm tone continued to rule in the local market. There was a steady movement into consuming channels in the production of chemical compounds.

Castor Oil.—The market for this fatty acid was stronger as the trend of basic material continued upward, prices again showing a rather sharp rise last week. A good inquiry was reported from makers of cosmetics and shampoos as well as resins. Prices were advanced one cent.

Cottonseed Oil.—There was a steady movement on contracts to makers of soaps and greases as well as other commodities, and a good inquiry was also noted of a transient character.

Myristic Acid.—The market remained in a firm position. There was active request and the output was apparently moving steadily into consuming channels in the manufacture of soaps and cosmetics.

Red Oil.—This fatty acid remained in a steady position. The inquiry was reported as more active in some cases and the movement into consuming channels in the production of textile compounds was apparently satisfactory.

Stearic Acid.—Selling schedules were generally held at previous levels, the tone of the market being steady in the absence of any change in the position

—*Continued on page 58*

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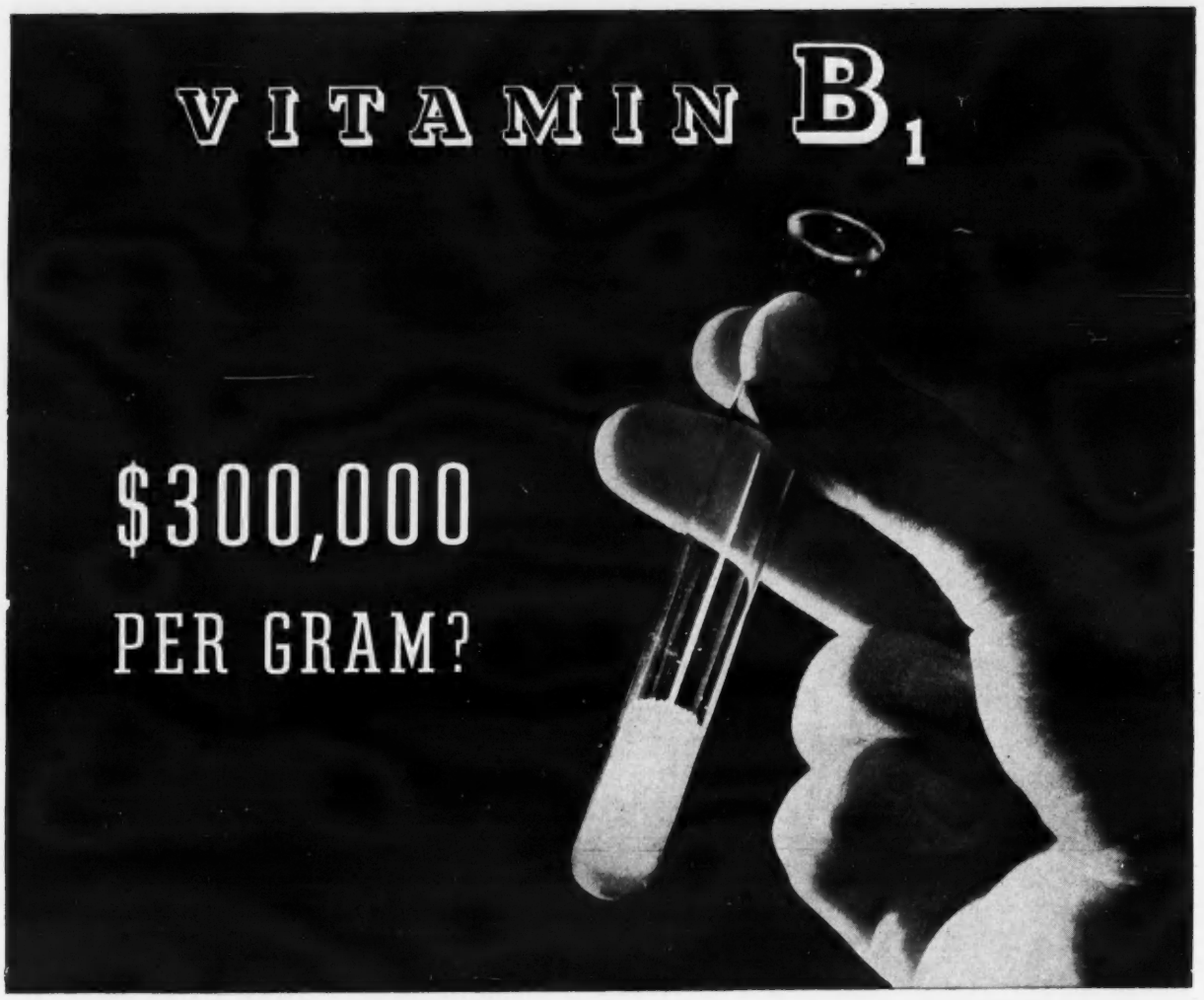

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*Williams, R. R., and Spies, T. D., Vitamin B_1 and its use in medicine, Macmillan, 1938.

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The somewhat quieter undertone that was noted during the previous week continued to prevail in the drug and fine chemical market during the period just ended. Not that demand was not good; it was active and sustained, and it seemed to have been shorn of at least some of the excessive, special, even speculative characteristics noted in the not distant past.

The quieter situation seemed the result mainly of the rise in confidence that the American drug and fine chemical industry would do everything in its power to assure its domestic customers of a continuing supply of merchandise at prices the lowest possible in keeping with actual costs plus a merely normal profit. Many agents have been in receipt of inquiries from foreign countries formerly getting their supplies from European nations but where such inquiries became firm orders, it is doubtful that a pound of goods was sold if to do so meant the jeopardizing the supplies needed to meet the normal consuming quotas of domestic manufacturing consumers.

The cost of goods normally imported continued to be one of the greatest influences in effecting changes in prices to the home consumers. Notable in that respect last week was the general upward revision in all cinchona bark products, the feature development of the period.

Acetanilide.—Movement of USP goods was very good. Buyers' requirements reached comparatively satisfactory totals, giving substantial strength to the prevailing undertone in the market.

Acid, Acetylsalicylic.—Business improved moderately. A healthy undertone prevailed on the spot with the excellence of the outlook for the future and the generally firm position of present quotations.

Acid, Boric.—Nothing has been said regarding probable prices for the first half of next year but considering the excellent volume of consumption, especially during the past three months, the outlook certainly did not contain signs of prices being more favorable to consumers.

Acid, Citric.—Steady and well stabilized prices prevailed. Demand was about normal for the period just prior to the beginning of Winter and all conditions noted suggested that business would be quiet and entirely normal during the weeks ahead.

Acid, Gallic.—Quotations on USP goods remained purely nominal. The raw material situation was still subject to the effect of war and hence a return to a generally open market on the item did not seem to be a reasonable prospect for early realization.

Acid, Tartaric.—Unremitting strength dominated all aspects of the market. High prices ruled on raw materials, and normal receipts were impossible because of the conditions created by the war. Demand for acid was good, giving added strength to prices and creating real strength in the position of all tartrates. Imports of raw material in September, by countries of origin, were as follows:—

	Pounds	
	Argols and wine lees.	Calcium tartrate.
Denmark	....	....
France	99,716	66,239
Italy	....	....
Portugal	154,598	....
Canada	....	....
Chile	9,504	....
Algeria	222,171	....
Morocco	45,249	....
Totals	531,238	66,239

Agar.—Business was very fair and prices remained firm. Exports from Japan in the fiscal year of 1938-1939 totaled 3,295,600 pounds, comparing with 3,304,600 pounds in the corresponding time in 1937-1938. Of these quantities, the United States received 471,700 pounds and 644,600 pounds, respectively.

Alcohol. — Business continued active. Withdrawals of completely denatured material for anti-freeze use was excellent and the outlook for business during the cold weather season was good. The position of specially denatured material was very good. Business was active and was done under conditions far less competitive, from the point of view of prices, than had been the case in the not too far-distant past. Unsold stocks at last account were lower than a year ago, indicating an improvement in the general inventory period of all kinds of alcohol.

Ammonia Chloride. — Pre-winter demand has shown up in very good volume, and the market took on not only a more active aspect, but a generally firmer undertone.

Bismuth Metal and Salts.—Very firm prices ruled locally. Movement of salts took place in a market more or less free from excessive competition, and, in view of the strength of metal, maintenance of the schedule on salts was expected to continue. Demand was normally active.

Cadmium.—Metal continued to move swiftly and in fine volume, contributing substantial strength to all aspects of the market. Derivatives of metal were also firm in price, though the call was little in excess of the common experience.

Camphor.—The domestic production of synthetic camphor is now taking place, subject to an easier and somewhat lower raw material cost. However, there continued to be a demand in excess of sellers' ability to supply promptly. Japanese camphor was offered somewhat more freely, but prices were still comparatively high when compared with those prior to September 1 last.

Castor Oil.—Quotations have been advanced ½c. more. Producers in this country reported that speculation was rife in Brazil, constantly raising prices in that market. Also, the cost of transport to this country remained high, but that may change if American merchant marine formerly in the European trade be diverted to the South American run. Quotations on castor oil in tanks and car lots were strictly nominal. Less than car lot prices were actual trading levels. Less than car lots in drums reached 12¼c. per pound for medicinal oil and 11¾c. for the No. 3 quality. The nominal price in tanks was 11c. and 10½c. per pound, respectively.

CHICAGO, Nov. 9.—The price structure was strong and higher. Ruling prices are:—No. 1, barrels, car lots, 12⅛c. per pound; barrels, less than car lots, 13¼c.; returnable drums, car lots, 11⅝c.; drums, less than car lots, 12¾c.; tanks, 11⅜c.; No. 3, barrels, car lots, 11⅞c.; barrels, less than car lots, 12¾c.; returnable drums, car lots, 11⅛c.; drums, less than car lots, 12¼c.; tanks, 10⅞c.

Price Changes

Prices were changed during the past week as follows:—

Advanced

Quicksilver, European, $2 per flask.
Quinine, alkaloid, 4c. per oz.
acetate, 3c. per oz.
arsenate, 3c. per oz.
arsenite, 3c. per oz.
bisulphate, 4c. per oz.
citrate, 3c. per oz.
dihydrobromide, 3c. per oz.
dihydrochloride, 4c. per oz.
ethylcarbonate, 5c. per oz.
ferrocyanide, 3c. per oz.
formate, 3c. per oz.
glycerophosphate, 3c. per oz.
hydrochloride, 4c. per oz.
hydrochlorosulphate, 4c. per oz.
hydroiodide, 3c. per oz.
hypophosphite, 4c. per oz.
phosphate, 4c. per oz.
salicylate, 3c. per oz.
sulphate, USP X, 3c. per oz.
USP XI, 3c. per oz.
sulphocarbolate, 4c. per oz.
tannate, 3c. per oz.
tartrate, 3c. per oz.
valerate, 3c. per oz.
Quinine-urea hydrochloride, 4c. per oz.

Reduced

None

Comparative Values

Index numbers compiled from thirty-five typical drugs and fine chemicals on the basis of 100 for August 1, 1914, compares as follows:—

Last week.	Prev. week.	Last month.	Last year.
195.0	**194.9**	**195.6**	**182.5**

Market news that may have developed after this report was sent to press will be found on page 4.

Current prices on drugs and the fine chemicals are given in the alphabetical list of prices beginning on page 7

THE MANUFACTURE

of Norwegian Cod Liver Oil is subjected to control by the state, and the utmost care is taken to see that the detailed regulations for manufacture, cleanliness and hygiene, are rigidly observed in every particular. The regulations for the manufacturing of medicinal cod liver oil are issued in the form of a law and also include export of the oil.

Not a single barrel or bottle of Norwegian medicinal cod liver oil is therefore permitted to be exported before chemical examination of the oil, and also tests for taste and smell, have proved that the oil is genuine, wholesome and pure. As a proof that the oil has been approved by the Control, the consignment is accompanied by a certificate of control, which is yellow for the very best quality. Every importer should in his own interests take care that the consignment is accompanied by the certificate issued by the Norwegian Government Control.

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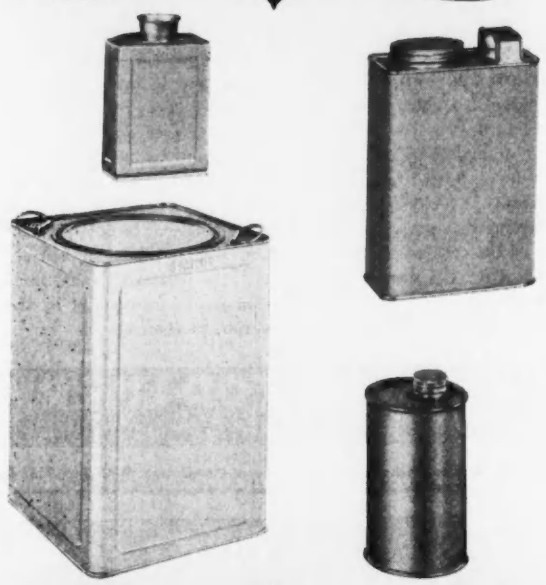

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Codeine.—Movement was normal. Buyers have been reassured as to supplies being available, the recent announcement of the Treasury Department having set at rest fears of probable advances because of the war.

Coumarin.—Demand has been active and persistent, raising sales volume considerably and creating a generally stronger market position for this item.

Formaldehyde.—Withdrawals against contracts were substantial, and clear evidence of the much-improved activity among all manufacturing consumers. Quotations remained in well-stabilized position and were extended to cover 1940 contracts.

Gelatin.—Statistics covering production, stocks, imports and exports of edible gelatin for the first three quarters in 1939 and 1938 were as follows, according to the Bureau of the Census, Department of Commerce:—

	Pounds	
	1939.	1938.
Production:—		
First quarter	6,340,019	6,305,042
Second quarter	6,322,897	6,147,247
Third quarter	6,340,019	6,305,042
Stocks:—		
First quarter	8,909,144	9,969,040
Second quarter	9,477,587	9,913,751
Third quarter	8,909,144	9,969,040
Imports:—		
First quarter	599,121	1,342,780
Second quarter	688,095	810,559
Third quarter	599,121	1,342,780
Exports:—		
First quarter	75,493	61,580
Second quarter	78,802	114,670
Third quarter	75,439	61,580

Glycerin.—First hands in refined glycerin continued to exercise care and discretion in accepting new business. In general, only regular customers of the refiners were able to place business and orders in excess of a reasonable increase in normal takings were scrutinized closely. Export inquiries were still persistently in the market, and sales of refined for such purpose were said to have been made at close to 24c. per pound, comparing with the refiners' official quotation of 12¼c. per pound in tanks and 12½c. in drums, car lots. Comment was made to the effect that refiners would deal severely with any regular buyer found to be diverting present deliveries into the speculative market. Department of Commerce figures covering nine months' operations in 1939 and 1938 showed some interesting changes from the picture. Statistics covering production, stocks, and imports of crude, refined and dynamite glycerin the first nine months of 1939 provided the following interesting data when comparison with 1938 figures was made:—

	Pounds	
Production:—	More.	Less.
Crude	6,977,865	....
Refined	....	1,653,555
Dynamite	7,315,489	....
Stocks—		
Crude	4,938,451	....
Refined	1,685,684	....
Dynamite	....	2,938,475
Imports—		
Crude	231,832	....
Refined	....	2,067,422

The full statistics follow:—

January-September

	Pounds	
	1939.	1938.
Crude, 80 percent basis—		
Production	128,645,264	121,667,399
Stocks*	18,187,201	13,248,750
Imports	8,888,187	8,656,355
Refined—		
Production	67,038,914	68,742,469
Sotcks†	45,965,490	44,279,806
Imports	318,878	2,386,300
Dynamite—		
Production	39,469,580	32,154,091
Stocks†	20,240,423	23,178,898

* Preliminary.
† Bureau of the Census.

CHICAGO, Nov. 9.—Business in glycerin is steady. C.p. material seems to maintain a strong position. Inquiries are active. Ruling prices are:—Chemically pure, tanks, 12¼c. per pound; drums, car lots, 12½c.; drums, less than car lots, 13c.; high gravity, tanks, 11¾c.; drums, car lots, 12c.; drums, less than car lots, 12½c.

Menthol.—No further lowering of quotations took place last week but the market still retained its slightly unsettled position and conditions were still fairly favorable for buyers with firm orders in hand. Replacement costs from Japan were steady. Domestic synthetic material moved at firm prices in good volume.

Methanol.—Demand for the antifreeze grade was very good. Industrial users operating on contracts for pure, synthetic material reported good progress in putting business on the books for 1940. Present prices are to prevail unchanged in the first quarter of next year and are subject to the quarterly adjustment clause in the succeeding quarters. It was announced on September 21 that a contract had been closed with the Wine Monopoly in Norway for the delivery of 500,000 liters of wood alcohol (methanol) per annum for technical use in addition to the one million liters which have been delivered formerly. It is possible that the production will be increased to two million liters later, according to the American Consul General at Olso, Norway.

Mercurials.—Prices held unchanged. Domestic raw material also lacked change, but the in bond price on European metal was raised $2 per flask. Demand for mercurials was steady and about normal in volume.

Quicksilver.—Domestic metal continued rather quiet at $140 to $142 per flask, contrasting with a further rise in European metal. The latter was quoted for export to this country at $108 per flask in bond and without war risk and other charges that have so raised the cost to import metal from Europe. London prices, ex warehouse, were up to $110. The prices f.o.b., Spanish and Italian ports was $105.

SAN FRANCISCO, Nov. 8.—There is apparently only a very light interest in quicksilver and sellers frankly state they have not recently found any basis on which to place an exact price for what metal they have for sale. Talking in nominal terms, the San Francisco market is named at around $135 per flask, while metal would probably be sold for ship-

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ment to New York at the freight and insurance differential of about $2 per flask.

Quinine. — Quotations on sulphate were advanced 3c. in the official schedule of prices, making the U.S.P. X 57c. per ounce and the U.S.P. XI 64c. To these prices must be added the surcharge of 4c. per ounce that covers the extra-special increase in costs resulting from war risk insurance and high ocean freight rates. All minor quinine sales were advanced also. For the complete schedule, consult the Prices Current.

Silver Nitrate.—The schedule of prices since the last report prevailed as follows, covering quantities of 100 ounces; small lots from 1c. to 2c. more per ounce, and quantities of 500 ounces are quoted at about 1c. less. Comparison of prices of bullion in New York and London is also provided:—

	Per ounce		
		Bullion	
	Nitrate. Cents.	New York. Cents.	London. Pence.
Saturday	27	34⅝	..
Monday	27	34⅝	23¼
Tuesday	27	*	23⅛
Wednesday	27	34⅝	23½
Thursday	27	34⅝	23½
Friday	27	34⅜	23½

* Holiday.

Northam Warren Cornerstone For New Plant in Conn. Laid

Stamford, Conn., Nov. 6, 1939

Ceremonies marking the laying of the cornerstone of the new $1,000,000 factory by Northam Warren, president and founder of the Northam Warren Corporation, cosmetic manufacturer, were held here yesterday. Governor Raymond E. Baldwin of Connecticut and other officials participated. The building, upon the completion of which next Spring the Northam Warren organization will move from New York, will occupy almost nine acres on Barry place, between Fairfield and Melrose avenues.

Ironized Yeast Sold To Sterling Products Co.

Sterling Products, Inc., pharmaceutical manufacturer, this city, has purchased the Ironized Yeast Company, Atlanta, Ga. The purchase price was not divulged. Ironized Yeast will become a subsidiary of Sterling Products. No change in management of Ironized Yeast was expected at the present time and headquarters for Ironized Yeast will continue in Atlanta.

Bell Co. Ordered to Divide Profits with Ex-Manager

New City, N. Y., Nov. 9, 1939

One-fourth of the net income of Bell & Co., manufacturer of "Bel-Ans," was awarded David H. Clark, former general manager, in a decision handed down today by J. Addison Young, Supreme Court referee. Referee Young denied the petition of Mr. Clark to be reinstated as general manager, but upheld his contention that a contract signed in 1921 giving him one-fourth of the net income of the company was effective despite his dismissal six years ago.

The decision related that in 1926 Joseph G. Dodge, son of John L. Dodge, president of Bell & Co., entered the employ of the company and was named vice-president. The decision said that appointment was "displeasing to Mr. Clark" and stated that Mr. Clark refused to teach young Mr. Dodge the Hollings-Smith formula for patent medicine manufacture by the company, which action prompted directorate to dismiss Mr. Clark as general manager.

Badanes Heads Charity Drive

Intent upon increasing the industry's share in the alleviation of distress in the city, the cosmetic and wholesale drug division of the New York and Brooklyn Federations of Jewish Charities held its first organizational luncheon of the year on November 10, in the Murray Hill hotel. B. Harry Badanes of McKesson & Robbins is chairman of the division and Herman L. Brooks of Coty, is co-chairman. Plans for the industry's annual dinner, expected to take place in December, will be discussed at the luncheon, Mr. Badanes disclosed.

Adams to Retire From Jergens

Cincinnati, O., Nov. 7, 1939

Frank C. Adams, executive vice-president of the Andrew Jergens Company, will retire at the end of the year, marking forty-nine years of service with the company. He lives in Clifton, and the raising of trees, flowers and shrubbery have long been his hobby.

Eastman Kodak Company, Rochester, has voted a 1940 wage dividend for employees, approximating $2,444,000.

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THE WORLD'S LARGEST BOTANICAL DRUG HOUSE

Oils, Fats and Waxes

Fatty Acids

—Continued from page 53

of raw material. There was a steady movement to local and outside consumers.

Markets at Other Centers

Chicago, Nov. 10.—The fatty acids market is quiet and prices for the most part are unchanged.

FATTY ACIDS.—Corn oil, double distilled, 9c. to 9¼c. per pound, tankcar; 9½c. to 9¾c., barrels, car lots; 10c. to 10¼c., barrels, less than car lots; coconut oil, acidulated, 10c. to 10¼c. per pound, tankcar, mostly nominal; 10½c. to 10¾c., barrels, car lots; 11c. to 11¼c., barrels, less than car lots; cottonseed oil, double distilled, 8¼c. to 8½c. per pound, tankcar; 8¾c. to 9c., barrels, car lots; 9¼c. to 9½c., barrels, less than car lots; settled cottonseed soap stock, 60-62 percent basis, 3¼c. to 3½c.; boiled down soap stock, 65 percent basis, 4¼c. to 4½c.; cottonseed foots, 50 percent basis, 1½c. to 1¾c.

STEARIC ACID.—Distilled, single press, 12c. to 13c. per pound; double press, 12½c. to 13½c.; triple press, 15¼c. to 16¼c.

Fats and Greases

Grease.—Local quotations were generally maintained at previous levels, the tone of the market here being steady. There were reports of a fairly active inquiry. Stocks were said to be light or moderate.

Lard.—Price movements in the local market for cash lard were generally moderate. There were reports of some improvement in domestic trade though consumers were not disposed to anticipate. The export movement continued light.

Stearin.—The market had a steady tone in the absence of any increase in offerings. There was a fair inquiry.

Tallow.—Inquiries were received in a fair volume during the past week, although transactions apparently did not involve individual lots of importance, large buyers being inclined to hold off. With offerings generally light, the market retained a steady tone.

There was no trading in tallow futures on the New York Produce Exchange from November 4 to November 10, inclusive. Following is a price record for the week:—

	Cents per pound in tanks— High.	Low.	Close.
January	...	...	5.90 bid
March	...	...	5.90 bid

Markets at Other Centers

Chicago, Nov. 10.—Tone of the lard market is inclined to be along uncertain lines. Shipping trade has been fair. Following is a price record, per 100 pounds, for the week:—

	High.	Low.	Closing— Nov. 10.	Nov. 3.
Cash	$6.37	$6.25	$6.40	$6.22
December	6.37	6.25	6.40	6.27
May	7.15	6.95	7.07	7.07

TALLOWS (tierces).—Edible, 6c. to 6¼c. per pound; prime, 6c. to 6¼c.; fancy, 6c. to 6¼c.; special, 5¾c. to 6c.

GREASES (tierces).—Choice white, 5⅞c. to 6⅛c. per pound; A white, 5¾c. to 6c.; B white, 5⅝c. to 5⅞c.; yellow, 10-16, 5⅝c. to 5¾c.; yellow, 16-20, 5⅜c. to 5⅝c.; brown, 5⅛c. to 5⅜c.

STEARINS (barrels).—Prime oleo, 8¾c. to 9c. per pound; lard, packaged, 7¼c. to 7¾c.; white grease, 5⅞c. to 6⅛c.; yellow grease, 5⅝c. to 5¾c.; oleo stocks, 10¼c. to 10½c.; No. 2 stocks, 10c. to 10¼c.

Animal Oils

Degras.—A firm tone continued to prevail. There were reports of an increase in the request from local and other buyers. Supplies of spot material were said to be unusually light.

Lard.—The market retained a steady tone in the absence of any material change in the position of raw materials. Business lacked snap, but there was a fair movement of moderate lots.

Neatsfoot.—There were reports of a somewhat better inquiry, though consumers showed little disposition to purchase in advance of current needs. Quotations were steady.

Oleo.—An increase was noted in the inquiry in some quarters. Stocks of spot material were said to be comparatively light or moderate.

Markets at Other Centers

Chicago, Nov. 10.—The animal oil market remains slow, but in general seems to be holding its own.

LARD.—No. 1, 9¼c. to 9½c. per pound.

OLEO.—No. 2, 10¼c. to 10½c. per pound.

TALLOW.—Acidless, 8½c. to 8¾c. per pound, tanks; and 9½c. to 9¾c., drums.

Waxes

Bayberry. — Small stocks warranted strong prices and in all respects it was strictly a sellers' market.

Bees.—African crude was quoted at 29½c. to 30c. per pound in 10-bag lots, and the market was only slightly easier. The improvement in the market was restricted to the reinstitution of firm prices in place of recently nominal quotations. Bleached wax was firm at the recent advance and prominent suppliers felt that present levels would become steady and were likely to hold for a while at least.

Candelilla.—Very good business has been encouraged by the very high prices ruling on carnauba wax. Quotations were very firm here and in Mexico.

Carnauba. — Prompt shipment wax was obtainable in Brazil only at very high prices. The nearest future position showing what were called sane prices was March-April, a position so far ahead as to keep transactions conservative. Shippers were reported requiring extentions on contracts, especially on the October-November commitments. The situation at the source was such as to have given rise to more than the ordinary amount of trading between shippers and, under such conditions, there was little wonder that prices were high and tending upward. On the spot, quotations were still largely nominal since there was very little unsold wax being offered and the opportunities for sale were virtually unlimited save by dealers' ability to deliver.

Japan.—The market eased slightly to 17½c. to 18c. per pound. The high cost of other waxes has kept interest in this item active. The article is used in making wax matches, polishes, creams, finishing compositions as a substitute for beeswax, and in the manufacture of special soaps. Total output of Japan wax runs about 13,500,000 pounds a year, and the United States is the leading purchaser of the wax, followed by Great Britain, Germany and France.

Imports of the wax into the United States during the past three years and first nine months of 1939 are shown in the following table:—

	Pounds.
1936	3,644,663
1937	4,157,048
1938	2,160,888
1939 (9 months)	2,383,740

Yeast Patents Invalid

OPD Washington Bureau
November 6, 1939

The Supreme Court of the United States today held invalid three Hayduck patents owned by Standard Brands, Inc., covering processes for manufacturing baker's yeast. The patents had been in controversy for years and lower courts had ruled differently on their validity.

The patents cover processes for preparing nutrient solutions for growing yeast, aeration of the solution to promote growth, and neutralization of acidity. The court held that the patents are little more than the application of skill to an old principle and that they are invalid because they do not disclose an invention and are vague and indefinite in their claims. The case was brought to the supreme court by Standard Brands, Inc., appealing from a circuit court decision which held the patents invalid in a case also involving the National Grain Yeast Corporation.

Squibb Maintains Lead In N.Y. Drug Bowling Race

E. R. Squibb & Sons continued to set the pace in the New York Wholesale Drug Bowling Association league last week. Carbide & Carbon, R. & H. division of E. I. du Pont & Co., and the Charles L. Huisking Company were all deadlocked for second place. The standing of the teams follows:—

	Won.	Lost.
E. R. Squibb & Sons	12	3
Carbide & Carbon	10	8
R. & H. Du Pont	10	8
Chas. L. Huisking Co.	10	8
Mallinckrodt	8	7
American Spice Trade	8	7
Chas. Pfizer & Co.	9	9
Church & Dwight	7	11
Fritzsche Bros.	6	12
Dodge & Olcott	4	11

Botanical Drugs, Spices, and Gums

Leveling of Price Peaks Comes with a Return of Competition—Conditions More Favorable for Buyers—Basic Replacement Conditions Little Improved—Declines Predominate

An easier undertone continued to spread through the botanical market. Although the basic position in foreign markets was no more favorable, the return of demand to channels closer to normal requirements was not without its effect and quotations moved mainly in favor of buyers for consumption.

Practically all of the "rush" call for spot and later delivery merchandise has given way to a more orderly coverage of manufacturing needs. It seemed likely that the failure of the European war to develop the violence that many had expected may have given rise to the hope, even expectation, that goods would be forthcoming with greater regularity than had been looked for. Actual conditions abroad have not been a very firm foundation upon which to erect such ideas, if they exist. About the only really favorable development in the past week was a reduction in war risk insurance rates on shipments from the Mediterranean area when carried on ships of neutral nations.

Actually, the production of the 1940 crop in central Europe was an unknown and unknowable affair. Events can easily curtail production; the future of events were concealed by the impenetrable wall of time. Certain it is that foreign shippers value their unsold stocks highly, offer sparingly and always with an eye to further advances in prices, and consider goods actually in hand the sole supply that can be guaranteed.

Yet, the spot market was definitely easier in undertone and the reappearance of competition in its normal place in commerce in local circles tended to level off price peaks, create downward diversions of prices, and make, temporarily at least, a market in which consumers played their normal roles with greater frequency.

Entries of botanicals at the port of New York since the week of January 1, 1939, and the detention of these items by the Department of Agriculture because of the presence of matter rendering them unfit for human consumption were:—

	Bags	
	Detained.	Entered.
Anise	123	2,385
Belladonna	...	448
Caraway	1,864	23,313
Cardamom (cases)	32	1,108
Celery	...	2,762
Coriander	195	18,929
Cumin	278	4,931
Digitalis leaves (cases)	2	...
Dill	...	1,026
Fennel	421	1,556
Henbane leaves (bales)	...	126
Mustard	...	26,787
Poppy	...	25,529
Sage leaves (bales)	45	3,743
Sesame	3,050	15,475
Stramonium	299	389
Thyme	40	1,188

Price Changes

Prices were changed during the past week as follows:—

Advanced

Aloe gum, Curacao, 5c. per lb.
Ammoniac gum, 15c. per lb.
Clove, 4c. per lb.
Lupulin, 30c. per lb.
Pepper, red, chillies, Japanese, 1c. per lb.
Tonka beans, Angostura, 5c. per lb.

Reduced

Colocynth pulp, 7c. per lb.
Cardamom, bleached, 15c. per lb.
Coriander seed, ¼c. per lb.
Cinnamon, Ceylon, No. 2, 2c. per lb, No. 3, 1½c. per lb.
Gold of pleasure seed, ½c. per lb.
Mace, Batavia, 2c. per lb.
Siauw, 1c. per lb.
Rhatany root, 1c. per lb.
Paprika, Hungarian, 1c. per lb.
Pepper, white, Saigon, ½c. per lb.
Pelitory root, 2c. per lb.
Pariera brava root, 2c. per lb.
Papain, powdered, 10c. per lb.
Patchouli leaves, 2c. per lb.
Pomgranate, root bark, 6c. per lb.
tree bark, 2c. per lb.
Saffron, Spanish, $4 per lb.
Senna leaves, T.V. No. 3, ½c. per lb.
Squill root, white, whole, 2c. per lb.
powdered, 2c. per lb.

Comparative Values

Index numbers compiled from forty typical botanicals on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
185.6	**185.6**	**184.3**	**121.7**

Market news that may have developed after this report was sent to press will be found on page 4.

Balsams

Peru.—The demand was steady, but quantities asked for were more conservative in size. The market was without sign of price unsettlement.

Tolu.—Business was fairly slow. Recent buying seemed to have supplied the more pressing of current requirements, leaving the market usually subject to a request mainly jobbing in character. Prices held steady.

Barks

Cascara Sagrada.—Coast prices were very firm, indicating the closely held position of the unsold portion of this year's crop. Conditions pointed to a good trade, probably on export account if foreign requirements rise as much as some expect.

Cinchona.—All prices were firm. Replacement costs were well maintained. Movement of goods direct from the Far East was subject to all the delays and hazzards of war, but there was no reason to expect any really serious interruption of the arrival of goods on this market. If necessary, shipments can be made direct to either of our Coasts.

Cocillana.—The market was firm and stocks were said to be smaller than some suppose. Also, requirements as yet uncovered were said to be fairly substantial in size, probably sufficient to keep quotations on the firm side.

Sassafras.—Indications pointed toward a gradual expansion in sales. The season of best consumption is not far away and a pickup of interest has already shown quotations to be on the firm side in the absence of substantial competition.

Beans

Tonka.—Import duty on this article at 12½c. per pound, against the former tariff of 25c. per pound is included in the proposed trade pact between Venezuela and the United States. The Venezuela government has embarked on a sales project whereby it will handle all sales of Venezuelan tonka beans. Eliminating middlemen entirely, the government has given notice that the only person authorized to offer the 1939 crop of Venezuelan beans is the government's Commercial Counsellor in the Venezuelan embassy in Washington to whom all inquiries should be addressed. The produce of Venezuela is of superior quality, though the crop is usually smaller than that in Brazil. Meanwhile, spot quotations remain unchanged.

Vanilla.—Trade continued to be fairly quiet. High prices have probably played an important part in turning consumers toward conservatism, but the leading importers indicated last week that no weakening of replacement prices has developed, and, since spot stocks were considered to be none too large, local values were being well maintained at all times.

Berries

Cubeb. — Even though demand was not overly active, prices remained firm under the support given by the high transport cost of further shipments from the primary markets.

Prickly Ash.—The market held firm, sellers usually disregarding bids and holding for full market values that were declared to be fully in line with replacement stocks and the cost thereof. Demand was irregular.

Current prices on botanical drugs and spices are given in the alphabetical list of prices beginning on page 7

Flowers

Arnica.—The market held firm in all respects but the pressure of demand was somewhat less than it had been and to that extent the market position was potentially easier.

Chamomile.—The market was basically on the firm side but from the peak of price advances, values have receded until the range in spot views was smaller at 50c. to 55c. per pound for Hungarian flowers. Roman flowers remained firm.

Poppy.—The range in quotations on red flowers was narrower, being $1 to $1.10 per pound, according to seller. Demand was moderate.

Saffron.—Spanish flowers were down sharply to $38 to $39 per pound according to quantity, thus following the recent trend in favor of buyers.

Gums

Aloe.—Range in prices on Curacao gum was smaller, being 25c. to 26c. per pound last week. Curacao gum stood at 55c. to 60. per pound, being higher. Socotrine gum was easier but not lower.

Arabic:—Prices were firm and virtually nominal in that replenishment of stocks was uncertain and until further supplies are definitely assured, sellers were likely to go slow in parting with their not too ample spot supplies of this article.

Asafetida.—The market was strong and undersupplied. Further, shipments from the primary market were subject to all the delays and increased costs afflicting practically all imported merchandise at this time.

Benzoin.—Trade was seasonally active and in general the market position of both kinds of gum was one of distinct firmness. Quotations remained very steady.

Mastic.—Sales confirmed recent advance and kept the market strong. Replacement opportunities were few and subject to all the well-known delays of transport as well as transportation costs.

Herbs and Leaves

Matico.—The range in price narrowed to 30c. to 32c. per pound, a decline of 3c. in the top prices asked locally, and obtained, in the recent past.

Patchouli. — Spot quotations were easier and slightly lower at 26c. to 27c. per pound. The market was more competitive.

Senna. — The only change in price came in T.V. No. 3 leaves, which were offered at 8½c. to 9c. per pound last week. Other qualities seemed relatively steady as to price.

Stramonium.—Inquiry was comparatively light and in some respects the market appeared to have assumed a more competitive position without actual change of prices being effected.

Tarragon.—Stocks were very scarce and sales have been made as high as 90c. per pound.

Miscellaneous

Colocynth Pulp. — Quotations were lower at 68c. to 70c. per pound under the influence of somewhat more competition and a not expansive variety of consumer request.

Ergot.—The general market position was one of strength. The feeling was that quotations were apt to be advanced substantially during the Winter months because of the fact that foreign stocks seemed in strong hands and to be of a size operating against a movement of values in favor of the manufacturing consumer.

Lupulin.—The market was higher at $1.65 to $1.70 per pound, this being the natural result of the general strength prevailing in prices on hops.

Papain.—Competition has increased and spot quotations were lowered to the basis of $1.90 to $2 per pound for pow-

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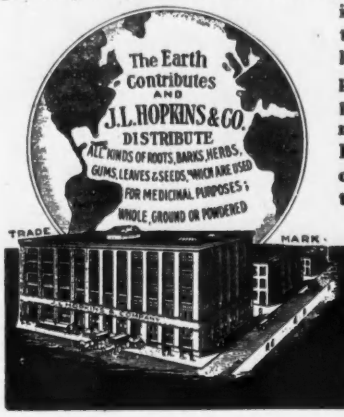
Whatever you put into it!

It costs just as much to manufacture a low-test preparation as a high-test product. **And, in the last analysis, your name is judged by what you make it mean to the public. In purchasing the Botanical Crude Drug ingredients that go into your product, the most unalterably important thing you must consider is—*uniformity of quality*. If you choose not to compromise with this ideal, if you must be absolutely certain of your source of supply and the quality you can dependably expect from it, look into our facilities for meeting your strictest requirements. We have invested nearly 50 fruitful years in checking ourselves against your specifications. *Samples and quotations on request.***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HOW DO YOU EVALUATE THE PERFUME YOU PUT IN YOUR PRODUCT?

There are various ways in which it is usually done.

No. 1 Price per pound.
This can mean about anything. It is no index of value at all.

No. 2 Impression on smelling the oil either from a bottle or on a blotter.
This also is unreliable.
Many oils smell entirely different in the finished product.

No. 3 From the odor of the finished product directly after manufacture.
This also is deceiving as odors change in the finished product with the passage of time.

No. 4 After the lapse of a sufficient period comparable to the time normally elapsing between the product shipment from your plant and its use by the ultimate consumer.
This is the only test. The only value you receive from money expended in perfuming your product is the value at the time of its ultimate consumption.

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Requests for samples on your firm's letterhead and further information will be promptly furnished.

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These are exceptional values—Odors which are infinitely finer than the price would indicate.

Spice, No. 2861	Incense, No. 2865
Lily of the Valley, No. 2862	Rose Geranium, No. 2866
Lilac, No. 2863	Mimosa, No. 2867
Jasmine, No. 2864	Eau de Cologne, No. 2905

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170 VARICK ST., NEW YORK TRANSPORTATION BLDG., LOS ANGELES, CAL.
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dered merchandise. In most respects conditions were more favorable for buyers' operations.

Roots

Pariera Brava.—Spot quotations were lowered to the basis of 23c. to 24c. per pound and the market undertone was generally easier because of some improvement in the replacement outlook.

Pelitory.—Sales were made on spot at the lower level of 28c. to 29c. per pound and the general situation was considered tending in favor of buyers for consumption.

Rhatany.—Inquiry was moderate and more competition was in evidence. Spot quotations were easier and somewhat lower at 14c. to 15c. per pound.

Squill.—White root was noted at 10c. to 11c. per pound for the item in whole form. Powdered was also shaded to 15c. to 16c. per pound. The general position as to future supplies was said to have improved.

Valerian.—The market held firm and in view of the political potentialities affecting Belgium, the undertone showed considerable strength. War involving that kingdom would jeopardize another crop of this item.

Seeds

Cardamom.—Bleached material was lower at $1.40 to $1.70 per pound. Other varieties of this item were unchanged.

Coriander.—Competition continued to keep the market easier and quotations declined fractionally to 7c. to 7½c. per pound.

Gold of Pleasure.—The market became 12c. to 12½c. per pound when demand tapered off to the point where competition returned to the spot.

Spices

Cinnamon.—Sharp downward revisions were the rule and prices late last week were:—Ceylon, No. 2, 20½c. to 21c. per pound; No. 3, 20c. to 20½c.

Clove.—The market was up to 24c. to 25c. per pound for Madagascar, and to 23c. to 24c. for Zanzibar spice, thus reversing the recent trend in values.

Mace.—Batavia was lower at 32c. to 34c. per pound and Siauw was down to 48c. to 49c. Banda lacked change.

Paprika. — Hungarian pepper was lower at 38c. to 39c. per pound for the extra fancy, and 35c. to 36c. for the medium quality. Portuguese and Spanish materials were unchanged.

Pepper.—Black lampong was slightly higher at 3.95c. to 4.15c. per pound. Saigon white pepper was shaded to 7½c. to 7¾c., and red Japanese chillies were higher at 22c. to 23c. Business was fair.

Trading in black pepper futures on the New York Produce Exchange from November 4 to November 10, inclusive, comprised 202 contracts, a total of 6,787,200 pounds. Following is a price record for the week:—

	Cents per pound—		
	High.	Low.	Close.
January	3.86	3.77	3.79@3.83
March	4.01	3.90	3.90@3.93
April	3.95	3.89	3.94@3.97
May	4.13	3.96	3.94 sale
July	4.30	4.01	4.03@4.06
September	4.26	4.15	4.10@4.14
November	3.79	3.79	3.72@3.80
December	3.76	3.75	3.75 sale

Venezuela to Eliminate Middleman in Tonka Bean Sales

The government of Venezuela last week by published public notice declared that its Commercial Counselor at the Washington Embassy was the sole person authorized to offer Venezuelan tonka beans to the importing trade in this country. The official notice read as follows:—

The government of Venezuela announces that the only person authorized to offer the 1939 crop of Venezuelan tonka beans is Mr. Luis Coll-Pardo, commercial counsellor of the Venezuelan Embassy, Washington, D. C. All inquiries regarding said crop may be addressed to him.

At the Venezuelan consulate in this city it was stated last week that the government had decided to eliminate the profits formerly taken by middlemen. By eliminating them, returns to the Venezuelan growers will be increased, it was said. By a recent transaction, the government bought a part of the 1939 crop at a cost of $300,000. Venezuelan tonka beans are an article of superior quality. The coumarin content runs much higher than in Brazilian beans and consequently the beans command a premium in price.

General Refractories Company, Philadelphia, plan an addition to its South Baltimore plant, to house the raw materials reduction unit.

Codliver Oil Consumers Urged To Buy for Actual Needs Only

The heavy demand for codliver oil, following the beginning of the war, that upset the Norwegian market and brought about a rapid advance in price, has resulted in stocks being so much reduced that shippers have advised buyers to limit purchases to immediate needs that the market be not further disturbed. One exporter is said to have cancelled all outstanding contracts by invoking the "force majeur" clause.

Exporters report small stocks and find it increasingly difficult to obtain new stocks from Northern Norway, where the producers are said to be holding and accumulating stocks in expectation of higher prices. Recent advices indicated that stocks of medicinal oil were above normal, but stocks of poultry and technical oils were low. In Norwegian trade circles it is believed that prices will eventually find a new level more consistent with demand and supply.

Under present conditions in Norwegian oil circles, interest in Newfoundland oil has naturally increased, but the most recent report from St. Johns states that the current year yield of oil is approximately 40 percent below that in 1938. Prices have been strengthened by inquiries originating in the United States. Newfoundland supplies less than 5 percent of codliver oils imported into this country. In recent years, Newfoundland, including Labrador, has exported to the United States the following quantities of all kinds of codliver oil:—1938, 216,790 gallons; 1937, 69,480 gallons; 1936, 146,722 gallons; 1935, 168,389 gallons; and 1934, 63,582 gallons.

White Loses Mayoralty Race in Philadelphia

Dr. Robert C. White, head of Robert C. White & Co., household disinfectant manufacturer, Philadelphia, running as the Democratic candidate for Mayor of Philadelphia, polled 97,945 votes as against 114,541 for the Republican candidate, Judge Robert E. Lamberton. Dr. White is currently serving a term as City Controller.

Allan T. Preyer, vice-president of Vick Chemical Company, addressed the New York Newspaper Promotion Group luncheon at the Advertising Club, Nov. 8, on constructive co-operation between newspapers and advertisers.

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Essential Oils, Aromatic Chemicals

Curtailment in Demand Spreads in Essential Oils — Aromatic Chemicals Move Well—Oil Prices More Clearly Defined—Some Downward Tendency Noted — Sassafras Nominal

Curtailment of demand for essential oils continued last week and seemed to be spreading rather thoroughly throughout the list. Apparently the full flush of consumer operations has been passed and the market was making definite progress toward a more clearly defined price position.

Competition was continually more in evidence throughout the period under review. The tendency was toward moderate shading of quotations in line with the narrowing of consumer out-

Price Changes

Prices were changed during the past week as follows:—

Advanced

Sassafras, artificial, 15c. per lb.
Wormwood, 75c. per lb.

Reduced

Anise, 5c. per lb.
Bergamot, 10c. per lb.
Cassia, 10c. per lb.
Citronella, Ceylon, 1c. per lb.
Java, 1c. per lb.
Lemon, Messina, 15c. per lb.

Comparative Values

Index numbers compiled from twenty typical essential oils on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
94.4	93.1	89.8	69.4

Market news that may have developed after this report was sent to press will be found on page 4.

lets and the realization that replacement will be forthcoming in reasonable amounts.

One of the strengthening elements in the market, however, was the unquestioned fact that spot stocks have been reduced substantially. Sales during the boom in demand ran to large volume and reduced local reserves to a point where the usual effect of more competition was to be partially offset and moderately checked. There also remained the element of replacement buying. Orders can and have been placed for fair quantities of most needed items. Because of the shipping situation, however, arrival of the purchased merchandise was uncertain. One favorable element last week was a reduction in war insurance rates on goods brought across the Atlantic Ocean in neutral bottoms.

Essential Oils

Almond.—The market held very firm due to the high cost to import and the infrequency of shipments from Europe. Demand on spot was moderate to fair and the market lacked competition.

Anise.—More competition came with the slackening in demand, resulting in a reduction of spot quotations to the basis of 80c. to 85c. per pound. The replacement price has become more favorable.

Bay.—There seemed to be no difficulty in getting either spot or forward deliveries and the market ruled steadily and without price development under the influence of moderate demand.

Bergamot.—Quotations were $4 to $4.25 per pound and appeared to be easier under a fair spot stock and a moderate consuming request. It seemed likely that shipments from Italy would care for all probable needs, albiet they may be slow in arriving here.

Camphor.—The market was strictly nominal and not likely to change from that position in view of the policy of Japan, which is to ship little of this oil and to emphasize the exports of products derived from the same.

Capsicum.—Raw material was high in price but the most recent tendency was downward within moderate limits. This oleoresin remained firm in price, backed by fair request.

Caraway.—Offerings were conservative in size and some quarters were unable to make prompt deliveries. The spot market was very firm at $3 to $3.25 per pound.

Cassia.—Shipment quotations have declined and spot values were down to the basis of $1.20 to $1.25 per pound. The reversal of market trend tended to create more competition in local circles and the quoted market might be shaded with an order in hand.

Cedarleaf.—Small stocks on spot and high costs in the primary market conspired to hold this item to strong position in local circles regardless of the fact that immediate demand was comparatively light.

Citronella.—Cables from Ceylon came in slightly lower last week. Spot quotations eased to 44c. to 46c. per pound in drums. Java oil was also slightly lower locally, being offered at 39c. to 40c. per pound. Demand was irregular.

Clove.—Prices continued firm, recent recessions in raw material cost not having been reflected in producers' quotations. Production has been well sold ahead and deliveries were behind, conditions that were productive of a relative strong spot market.

Croton.—Quotations returned to a firm basis at $1.75 to $1.80 per pound with consumers showing only jobbing interest in the item.

Cubeb.—Quotations seemed to be more clearly established as the item was offered firm at $3.50 to $3.75 per pound in a very quiet market, demand considered. Raw material prices held firm.

Dill.—Business has slumped considerably. Leading buyers seemed well covered against future requirements and hence transactions were usually in small lots. Quotations were firm at $3 to $3.25 per pound for seed oil, and $3.60 to $3.85 for oil of weed.

Eucalyptus.—Supplies were low and in strong hands. Sellers were reserved and open quotations continued on a nominal basis, being subject to confirmation. Only actual purchase could establish a clear cost for the item.

Hemlock.—A fair holding seemed to be available when compared with the current takings of buyers. Quotations were firm, reflecting the strength in replacement quarters.

Lemon.—Italian oil was easier and lower, closing the week at $3.20 to $3.75 per pound, according to brand. California oil got the bulk of demand and sold liberally on the firm basis of $3 per pound. Actual consuming request was somewhat conservative.

Lime.—Demand was conservative and a fair spot stock was offered firm at $3.75 to $4 per pound for distilled, and $7.25 to $7.50 for expressed material. The replacement costs were more clearly defined and more definitely established by firm offerings from primary sources of supply.

Mustard.—Production of domestic artificial oil was reported supplying all requirements and hence the market was clearly defined on the basis of $1.60 to $1.70 per pound.

Nutmeg.—Prices were unchanged but a slightly easier undertone seemed to be developing parallel with the lessening of demand. Many consumers were believed to be covered well ahead.

Orange.—California oil was offered plenteously on the basis of $1.50 per pound. African oil was lower at $1.10 to $1.15 per pound and was in good reserve here and at the source. Messina oil was easier in undertone and in light request. Florida oil was in good supply at $1.30 to $1.35 per pound.

Peppermint.—The market was firm. Some said it should be higher on spot, based on primary market values as a criterion. Natural at $2.75 to $3 per pound, and the redistilled at $3 to $3.25 could be done on spot and the movement into consumption was not brisk.

Sassafras.—Artificial oil was higher at strictly nominal prices. On that basis, drums were 75c. per pound and cans were 77c. The fact was that spot deliveries were very difficult to obtain. September imports totaled 60,889 pounds.

Spearmint.—Very firm prices prevailed in a market of limited dimensions. Maintenance of spot quotations was in line with the absence of middlewestern weakness as to values.

Tansy.—The spot ranged $6 to $6.25 per pound, a price in line with recent offerings made by primary market firsthands. The spot market was quiet to dull during the past week.

Wormseed.—Though the market was inactive, prices held steady and reflected a similar position of values at the primary source of supply.

Wormwood.—The article was exceptionally scarce; some attempting to buy at the source reported inability to get deliveries. Spot quotations were higher at $5.25 to $5.50 per pound and the tendency was still upward at the close of last week.

Aromatic Chemicals

Anethol. — Business was steady at equally steady prices. Raw material quotations have been declining of late and the market was down again last week. This has relieved the upward tendency in anethol.

Anisic Aldehyde. — The situation seemed to be somewhat easier in keeping with a more favorable price position for buyers of raw material. Demand was irregular.

Benzyl Compounds.—All were firm and all were in fair request, sufficiently so as to make quotations not subject to anything by firm maintenance at current levels.

Bromstyrol.—All grades were firm under the influence of a sustained request of fairly ample proportions. Competition was negligible.

Cinnamic Alcohol. — Inquiries were fair and acted as a good support to current quotations. Supplies were available in fair sized quantities.

Citronellal.—The market was very firm, mainly because of the much higher cost of raw material, the result of rising costs in the primary market and the increase in transportation charges of all sorts. Demand was about normal.

Ethyl Cinnamate.—Demand was irregular from day to day, but the market continued to display firm undertones and steady prices, the influence of competition being held within narrow bounds.

Ethyl Vanillin.—Interest has been very good. Ample stocks were reported available and any exceptional increase in needs could be quickly met by the potentially large production that exists.

Eugenol.—Raw material quotations were very firm, mainly because producers were well sold ahead and deliveries were behind. Eugenol was firmly maintained in all respects and moved in normal volume.

Vanillin.—Business was steady and some quarters indicated that it had increased considerably of late. However, all requirements were promptly met from ample production. Quotations appeared to be exceptionally steady.

Flavoring specification has been amended by the procurement division of the Treasury Department. The revised specification, EE-E-911, will become effective January 15, 1940. It is procurable from the Superintendent of Documents, Government Printing Office, Washington, at 5 cents a copy.

Current prices on essential oils and aromatic chemicals are given in the alphabetical list of prices beginning on page 7

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FOR THIS . . . . SUBSTITUTE THIS
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Oil Citronella . . ..Andro MM&R or Jerale MM&R
Oil Camphor Sassafrassy . . . . . Sass-O MM&R
Orange Blossom . . . . . Neroli Artificial
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(Continued from Number 6 issue)

Calcium salts of—
(1) Amylbenzylorthobenzoic acid, normal, secondary, or disecondary
(2) Amylnaphthoylorthobenzoic acid, secondary
(3) Amyltetrahydrobenzoyl orthobenzoic acid, secondary
(4) Amyltetrahydronaphthylorthobenzoic acid, secondary
(5) Amyltoluylorthobenzoic acid, secondary
(6) Amylxyloylorthobenzoic acid, secondary
(7) Butylbenzoylorthobenzoic acid
(8) Caprylbenzoylorthobenzoic acid
(9) Hexylbenzoylorthobenzoic acid, secondary
(10) Octylbenzoylorthobenzoic acid, secondary
(11) Octylnaphthoylorthobenzoic acid, secondary
(12) Octyltoluylorthobenzoic acid, secondary
(13) Octylxyloylorthobenzoic acid, secondary
Calcium stearate
Cerium linoleate
Cerium naphthenate
Cerium oleate
Cerium resinate
Cerium rosinate
Cerium salts of—
(1) Amylbenzylorthobenzoic acid, normal, secondary, or disecondary
(2) Amylnaphthoylorthobenzoic acid, secondary
(3) Amyltetrahydrobenzoyl orthobenzoic acid, secondary
(4) Amyltetrahydronaphthylorthobenzoic acid, secondary
(5) Amyltoluylorthobenzoic acid, secondary
(6) Amylxyloylorthobenzoic acid, secondary
(7) Butylbenzoylorthobenzoic acid
(8) Caprylbenzoylorthobenzoic acid
(9) Hexylbenzoylorthobenzoic acid, secondary
(10) Octylbenzoylorthobenzoic acid, secondary
(11) Octylnaphthoylorthobenzoic acid, secondary
(12) Octyltoluylorthobenzoic acid, secondary
(13) Octylxyloylorthobenzoic acid, secondary
Cerium tungstate
Chromium linoleate
Chromium naphthenate
Chromium oleate
Chromium resinate
Chromium rosinate
Chromium salts of—
(1) Amylbenzylorthobenzoic acid, normal, secondary, or disecondary
(2) Amylnaphthoylorthobenzoic acid, secondary
(3) Amyltetrahydrobenzoyl orthobenzoic acid, secondary
(4) Amyltetrahydronaphthylorthobenzoic acid, secondary
(5) Amyltoluylorthobenzoic acid, secondary
(6) Amylxyloylorthobenzoic acid, secondary
(7) Butylbenzoylorthobenzoic acid
(8) Caprylbenzoylorthobenzoic acid
(9) Hexylbenzoylorthobenzoic acid, secondary
(10) Octylbenzoylorthobenzoic acid, secondary
(11) Octylnaphthoylorthobenzoic acid, secondary
(12) Octyltoluylorthobenzoic acid, secondary
(13) Octylxyloylorthobenzoic acid, secondary
Chromium tungstate
Cobalt with fatty acids, such as those of coconut oil
Cobalt with naphthenic acid and volatile organic solvents
Cobalt acetate
Cobalt acetate calcined with naphthenic acid in volatile organic solvents
Cobalt acetylacetone with pyridin
Cobalt acetylacetone with quinolin
Cobalt benzyldioximopyridine
Cobalt carbonate
Cobalt chloride, anhydrous
Cobalt chloride with acetaldoxime
Cobalt chloride with benzaldoxime
Cobalt chloride with anilin hydrochloride
Cobalt japan drier
Cobalt lead paste
Cobalt linoleate
Cobalt naphthenate
Cobalt naphthenic acid salt in free fatty acid of a drying oil
Cobalt nitrate
Cobalt nitrosoacetophenone
Cobalt 2-nitroso-1-naphtholpyridin
Cobalt oleate
Cobalt oxide
Cobalt resinate
Cobalt rosinate
Cobalt salts of—
(1) Amylbenzoylorthobenzoic acid, normal, secondary, or disecondary
(2) Amylnaphthylorthobenzoic acid, secondary
(3) Amyltoluylorthobenzoic acid, secondary
(4) Amyltetrahydrobenzoylorthobenzoic acid, secondary
(5) Amyltetrahydronaphthylorthobenzoic acid, secondary
Cobalt salts of:—
(6) Amylxyloylorthobenzoic acid, secondary
(7) Butylbenzoylorthobenzoic acid
(8) Caprylbenzoylorthobenzoic acid
(9) Hexylbenzoylorthobenzoic acid, secondary
(10) Octylbenzoylorthobenzoic acid, secondary
(11) Octylnaphthoylorthobenzoic acid, secondary
(12) Octyltoluylorthobenzoic acid, secondary
(13) Octylxyloylorthobenzoic acid, secondary
(14) Paracymylorthobenzoic acid
(15) Paraisopropylphenol carboxylic acid
(16) Paraisopropylsalicylic acid
(17) Para-secondary-amylsalicylic acid
(18) Para-secondary-butylsalicylic acid
(19) Para-secondary-octylsalicylic acid
Cobalt sulphate
Cobalt sulphocyanide, anhydrous
Cobalt sulphocyanide-hexamethylenetetraminepyridin
Cobalt tungstate
Cobalt uversols
Copper with fatty acids, such as those of coconut oil
Copper erucate
Copper linoleate
Copper oleate
Copper naphthenate
Copper resinate
Copper salts of—
(1) Amylbenzylorthobenzoic acid, normal, secondary, or disecondary
(2) Amylnaphthoylorthobenzoic acid, secondary
(3) Amyltetrahydrobenzoyl orthobenzoic acid, secondary
(4) Amyltetrahydronaphthylorthobenzoic acid, secondary
(5) Amyltoluylorthobenzoic acid, secondary
(6) Amylxyloylorthobenzoic acid, secondary
(7) Butylbenzoylorthobenzoic acid
(8) Caprylbenzoylorthobenzoic acid
(9) Hexylbenzoylorthobenzoic acid, secondary
(10) Octylbenzoylorthobenzoic acid, secondary
(11) Octylnaphthoylorthobenzoic acid, secondary
(12) Octyltoluylorthobenzoic acid, secondary
(13) Octylxyloylorthobenzoic acid, secondary
Ferric oleate
Ferrous sulphate
Hydrocarbon lead phenolate
Iron linoleate
Iron naphthenate
Iron oleate
Iron resinate
Iron rosinate

(To be continued)

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Petroleum Solvents Lubricants, Fuels

Naphtha Prices to Advance in Midwest This Week — Fuel and Furnace Oils in Good Demand — Lubricants and Crude Wax Up in Midcontinent

Business in naphthas and solvents was mixed last week, with certain materials remaining in good call and others undergoing a slackening market in the East. Crude scale wax, due to extreme scarcity, was in a strictly sellers' market, and suppliers who had material to offer were obtaining any price they cared to mention. Heavy export call, coupled with a good domestic demand, was rapidly depleting available stocks of petrolatum, and the quotations were very strong.

Similar strength for certain materials was noted in the Midwest and Mid-continent. One grade of furnace oil was advanced in the former section and crude wax and lubricants were up in the latter. On Wednesday a major Midwest marketer will advance tanckcar and tankwagon prices of all grades of naphthas, except stove and lighting naphtha, one-half cent per gallon.

Price Changes

Prices were changed during the past week as follows:—

Advanced

Oil, furnace, No. 3, bulk, Chi., ¼c. per gal.
lubricating, Okla., 1c. to 1½c. per gal. at refinery.
Paraffin, crude scale, c.l., Okla., ¾c. to 1c. per lb. at refinery.

Reduced

Gasoline, Okla.-Tex., ⅛c. to ¼c. per gal. at refinery.

Market news that may have developed after this report was sent to press will be found on page 4.

Gasoline was lower in the Mid-continent and one section of Ohio. The tankwagon price of kerosene was advanced in Norfolk, Va. Crude oil posted prices were advanced strongly in the two major producing sections of Western Ontario, Can.

Exports of paraffin wax, used extensively in manufacturing munitions, reached 30,193,000 pounds in September, the highest for any month since August, 1931, according to the Interior Department.

The Mississippi Mineral Lease Commission has been informed by an exploring oil company that it has been "unable to locate any structure or other indication of oil, gas or other mineral" in extensive exploration work in Mississippi's gulf waters west of Gulfport. The company, which paid the state a $61,200 bonus for the contract to explore all of Mississippi's underwater lands, stated its survey would be continued to the East of Gulfport.

Solvents and Diluents

Cleaners' Naphtha.—The price was firm and unchanged at 10½c. per gallon at New York. Demand was about the same.

Lacquer Diluent.—Call for supplies from the lacquer trade was a bit more moderate last week than the previous period although the tankcar price was firm at 9½c. per gallon.

High-Solvency Naphtha.—The 1c. advance in Nos. 1 and 2 material, reported in the last issue, failed to discourage buyers who continued calling for a good volume of stocks. Those grades were offered at 16c. and 17c. per gallon, respectively, f.o.b. Bayway, N. J. No. 8 product was offered at 13c. per gallon, No. 30 at 14¼c. and No. 40 at 14½c., all f.o.b. Paulsboro, N. J.

Petroleum Thinners.—Call from the paint trade was fair with the price unchanged.

Rubber Solvent.—Tire manufacturers were still active and the price was steady at 9½c. per gallon.

V.M. & P. Naphtha.—Similar to thinners, there was little of new feature to report with the price steady at 9½c. per gallon in tankcar and 10½c. in tankwagons.

Markets at Other Centers

Chicago, Nov. 9.—The petroleum solvent and diluent market is quiet but steady. Demand from the paint industry is reported to have been holding up well, while cleaners' products are moving in routine fashion. Inquiries are well maintained. Ruling prices in tankcar lots except as noted are (tankcar prices f.o.b. Group 3, Oklahoma):—Blending naphtha, 4¾c. to 5c. per pound; cleaners' naphtha, 6⅜c. to 6½c., tankcar; 17.5c., tank wagon; petroleum spirits, 5⅜c. to 5½c., tankcar; 16.2c., tank wagon; lacquer diluent, 7⅜c. to 7½c.; rubber solvent, 6⅜c. to 6½c.; Stoddard solvent, 5⅞c. to 6c., tankcar; 15.9c., tank wagon; v.m.&p. naphtha, 6⅜c. to 6½c., tankcar; 16.5c., tank wagon.

New Orleans, Nov. 9.—Prices were unchanged from the preceding week, with quotations as follows:—Cleaning solvent, 225/350 boiling range, 53 gravity, 6¾c. per gallon delivered in tankcars; V.m. & p. naphtha, 175/425 boiling range, 48 gravity, 6½c. per gallon delivered in tankcars.

Tulsa, Nov. 9.—Some buyers were successful in obtaining concessions this week and wider range of prices is reported. The weakness of the gasoline market is undoubtedly influencing quotations. Cleaners' naphtha is 6⅜c. to 7c. per gallon; rubber solvent, 6⅜c. to 7c.; Stoddard, 5⅞c. to 6½c.; v.m.&p., 6⅞c. to 7c.; and blending naphtha, 4¾c. to 5c.

Lighter Fractions

Butane.—The price was strong at 2½c. to 3c. per gallon. One seller attempted to dispose of material at a slightly higher price last week, but consumers refused to deal at the higher figure.

Hexane.—The quoted price of 12½c. per gallon for the normal and 14c. for the laboratory continued firm.

Propane.—Similar to butane one seller attempted to advance the price but could not dispose of the material.

Petrolatum and Waxes

White Mineral Oils.—Call from domestic and foreign consumption sources last week was at a good level. All prices held firmly to quoted levels. Russian oil was strictly nominal although there was a report that a small tonnage of the material was available for sale.

Petrolatum.—There was a very heavy demand from both domestic and export sources last week, but there continued to be a scarcity of available material. This was especially true of long-fibre grades and it was reported that some consumers were turning to the cheaper short-fibre material. Prices were very strong.

Paraffin.—Stocks were practically depleted as far as crude scale was concerned and the price was nominal. Sellers who could obtain material were naming their own prices. Refined grades were strong.

Chicago, Nov. 9.—Offerings of refined petroleum wax are infrequent, and it is a sellers' market, with no evidence of weakness. Buyers have found it necessary to bid actively in order to obtain any appreciable amount of material. Inquiries are numerous. Ruling prices are:—122-124, 4.9c. to 5c. per pound; 125-127, 5.1c. to 5.15c.; 127-129, 5.35c. to 5.4c.; 130-132, 5.65c. to 5.7c.; 132-134, 5.9c. to 5.95c.

Tulsa, Nov. 9.—There is a substantial shortage of crude scale wax and a continued heavy demand for refined products is creating a similar situation in that market. Crude was advanced ¾c. to 1c. per pound last week with the 124-126 now quoted at 6¼c.

Fuels and Lubricants

Gasoline.—The market continued to ease off with the approach of colder weather. Prices at New York harbor, however, continued unchanged.

Kerosene.—Seasonal conditions continued to prompt a good call for supplies and shipments during the week were a bit heavier. The price was steady or firm.

Fuel and Gas Oils.—Bunker C fuel oil was well-maintained and in good demand. Burner operations were much higher and, consequently, there was a better demand for heating oils.

Lubricating Oils.—Pennsylvania lubricants were feeling the pressure of the market due to the heavy domestic demand, coupled with the terrific demand for export. Shipments were being curtailed somewhat and another price advance might be seen this week.

Crude Oil Price Changes

Western Ontario, Canada, crude price was advanced 20c. per barrel, making price of Petrolia crude $2.10 and Oil Springs crude, $2.17.

Tankwagon Price Changes

Standard Oil Company of Ohio reduced gasoline price 1c. per gallon in Cuyahoga county, where Cleveland is located. Standard of New Jersey raised kerosene 1c. per gallon to 11c. at Norfolk, Va.

Markets at Other Centers

Chicago, Nov. 9.—Attention is turning away from gasoline and more to fuel oils in response to normal seasonal developments. Kerosene is steady, and the light heating oils are in better call, with prices stiffening. The heavy, industrial fuel oils are moving in large quantities at firming prices. Lubricants are quiet and mostly firm.

GASOLINE.—Low octane motor, 4½c. to 4⅝c. per gallon; 63-66 octane motor, 4¾c. to 4⅞c.; 67-69 octane motor, 5c. to 5⅛c.; 70-72 octane motor, 5⅛c. to 5⅜c.; 60-62, 400 endpoint, 4½c. to 4⅝c.; 64-66, 375, 4½c. to 4¾c.; 68-70, 360, 5c. to 5¼c.

KEROSENE.—42-44, water white, 3¾c. to 4c. per gallon; 41-43, water white, 3⅝c. to 3⅞c.

FURNACE OILS.—Range oil, 3½c. to 3¾c. per gallon; No. 1 white, 3½c. to 3⅝c.; No. 1 straw, 3⅜c. to 3½c.; No. 2 straw, 3¼c. to 3⅜c.; No. 2 dark, 3½c. to 3¼c.; No. 3, 3¼c. to 3⅜c.; 32-36, dark, industrial gas oil, 2¾c. to 3c.

FUEL OILS.—No. 4, $1 to $1.10 per barrel; No. 5, 70c. to 80c.; No. 6, 60c. to 70c.

New Orleans, Nov. 7.—Again reflecting the same steady price trend evidenced during the past few weeks, domestic market prices remained unchanged. U. S. motor gasoline was quoted at 6c. and 70-72 octane at 6⅝c.—prices being based on a per gallon rate at refinery.

Kerosene continued to be quoted at 7¼c. per gallon at refinery.

Bunker C fuel oil was quoted at 90c. per barrel at terminal and 95c. per barrel delivered alongside, while industrial plants in this vicinity continued to be quoted on this grade at $1.36 per barrel, delivered alongside.

Petroleum Production—Motor Fuel Stocks

	Barrels	
	1939 Jan. 1-Nov. 11	1938 Jan. 1-Nov. 11
Commercial crude oil production	1,058,173,000	1,041,236,100
	Week ended Nov. 11, 1939	Week ended Nov. 12, 1938
Daily average production	3,487,152	3,620,900
	Week ended Nov. 4, 1939	Week ended Oct. 28, 1939
Estimated motor fuel stock total	73,262,000	72,660,000
Estimated finished motor fuel stock total	68,050,000	67,373,000

Outputs and Quotas

A comparison of Bureau of Mines calculations for November productions, State allowable quotas where they exist and the American Petroleum Institute's estimate for crude production for the week ended November 4 follows:—

	*B. of M. Dept. of Int. calculations.	State allowable.	Estimated output.
Oklahoma	429,000	429,000	†409,600
Kansas	169,000	170,600	†173,250
Texas	1,444,000	‡1,396,225	1,289,350
Louisiana	259,000	258,994	269,100
Arkansas	57,000	68,865	66,800
Mississippi	....	....	800
Illinois	303,000	....	326,350
Eastern (not incl. Illinois)	106,000	....	102,250
Michigan	63,000	....	62,250
Wyoming	63,000	....	57,650
Montana	16,000	....	17,100
Colorado	4,000	....	3,400
New Mexico	111,000	§....	115,850
California	596,000	¶590,000	607,600
Totals	3,620,000	....	3,501,350

* These are Bureau of Mines' calculations of the requirements of domestic crude oil based upon certain premises outlined in its detailed forecast for the month of November. As requirements may be supplied either from stocks, or from new production contemplated withdrawals from crude oil inventories must be deducted from the Bureau's estimated requirements to determine the amount of new crude to be produced.
† Oklahoma and Kansas figures are for week ended 7 a.m. November 1.
‡ This is the net basic allowable for the month of November obtained from the best available sources and takes into consideration ordered shutdowns for 11 days during the month, namely, 1, 4, 5, 11, 12, 15, 18, 19, 25, 26 and 30.
§ Official November allowable figure not received at time of publication.
¶ Recommendation of Central Committee of California Oil Producers.

The State of the Petroleum Market

Certain grades of gasoline were reduced ⅛c. to ¼c. per gallon in the Mid-continent refining areas.

	Nov. 10	Nov. 3	Last Year
Crude petroleum prices at well (average for ten fields) per barrel	$1.1745	$1.1745	$1.11
Gasoline prices at refineries (at four refining centers) per gallon	.535775	.053890	.0484375

Current prices on petroleum and its products are given in the alphabetical list of prices beginning on page 7

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Tulsa, Nov. 11.—The two products, wax and lubricants, which have been the outstanding features of strength during the past few weeks again became prominent with further advances. Bright stock lubricants, were up 1c. and neutrals were raised 1c. to 1½c. per gallon; wax was raised from ¾c. to 1c. per pound. Orders for heating oils, lubricants and paraffin are on a broader scale than heretofore. There is considerable weakness in mid-continent gasolines and prices are from ⅛c. to ¼c. per gallon lower.

GASOLINE.—Third grade, below 62 octane, 4c. to 4¾c. per gallon; 63-66, 4⅝c. to 5c.; 67-69, 4¾c. to 5⅛c.; 70-72, 5c. to 5½c.

NATURAL GASOLINE—Concessions at Texas points with 26-70 at 4c. per gallon and 18-55 at 4¾c. In Oklahoma, the 26-70 is 4c. to 4¼c. per gallon and 18-55 is 5c. to 5¼c.

KEROSENE.—Firm. The 41-43 gravity, 3¾c. to 4½c. per gallon and 42-44, 4c. to 4⅝c.

DISTILLATES.—No. 1 prime white, 3⅜c. to 3⅞c. per gallon; No. 2 straw, 3⅛c. to 3⅝c.; dark, 3c. to 3½c., and gas oils, 2⅝c. to 2⅞c.

LUBRICANTS.—Bright stocks were advanced 1c. per gallon making the new range of quotations from 23c. to 27c. and neutrals were advanced as much as 1½c. per gallon making the new quotations 13c. to 17c.

FUEL OILS.—Shipments at a high level with quotations unchanged to 5c. per barrel higher. Residuals at 50c. to 70c. per barrel, depending upon viscosity, with 22-28 grade at 80c. to 95c.; low cold test is $1 to $1.05 per barrel.

Crude Oil Daily Output Up

Daily average crude oil production in the United States during the week ended November 4 was 3,501,350 barrels against 3,498,500 the week before and 3,628,550 for the corresponding week of 1938, according to the American Petroleum Institute. There were gains in Louisiana and Texas, offsetting declines in other major areas. Imports of crude and refined oil at principal ports totaled 694,000 barrels, against 1,242,000 barrels the week before.

Mexico Selling Oil In Many Countries

OPD Washington Bureau
November 7, 1939

Mexico is gradually building up an international market for its petroleum and is now making sales in a number of countries, but since the latter part of August no Mexican oil has gone to Germany, it was stated today by Prof. J. Silva-Herzog, general manager for the Mexican Oil Distributing Agency, who is in the United States on a business trip to arrange for the sale of petroleum and the purchase of refinery equipment.

Professor Silva-Herzog declined to reveal the total amount of exports or sales to any one country, but he declared that considerable quantities are being sold to Italy on a barter arrangement in exchange for rayon yarn and tank steamers, and also to many South American and Central American countries. Spot sales have been made to France and to Scandanavian countries, but he would not say whether any sales have been made in England, and he denied that sales have been made in Japan as yet. Some sales are being made in the United States, he declared, not only for refining and re-export but for consumption, but he declined to reveal any details of these transactions.

In a statement issued to the press, the Mexican official declared it is the intention of the Mexican government to sell to democratic nations if possible. He said that there appeared to be no further difficulty as to the sale of petroleum in the Unied States, and pointed out that the proceeds of such sales are used in this country for the purchase of machinery and other products needed by Mexico. He gave no indication that the Mexican government is contemplating a settlement of the controversy with the United States Department of State over Mexican confiscation of American oil properties, but declared that during recent weeks production of crude oil in Mexico is at the rate of 150.000 barrels a day, which is considerably more than the rate during 1938 and is about the same as the 1937 rate which was the largest since 1928. All sales during the last two months, he declared, have been made at the regular market prices.

Ethyl Gasoline Co. Forms Refinery Technology Division

A refinery technology division to aid refiners in meeting the problems arising from advances in petroleum chemistry and automotive engineering has been established by Ethyl Gasoline Corporation. The new division will be located in Detroit and will be headed by William H. Hubner, formerly connected with Universal Oil Products Company, Chicago.

Magnolia Petroleum Company, subsidiary of Socony-Vacuum Oil Company, this month will start construction of a 138-mile gasoline pipe line from Corpus Christi to San Antonio, Tex.

Clyde W. Smith, manager of safety of the Standard Oil Company of Indiana, was awarded a gold watch at the petroleum section luncheon of the National Safety Congress, Atlantic City, October 19.

Fertilizer Materials

Increased Buying by Feed Manufacturers Fails to Firm Blood and Tankage Prices—Superphosphate and Imported Sardine Meal Higher — October Tag Sales Up

The sluggishness in the blood and tankage divisions of the raw fertilizer materials market that had been in evidence for several previous weeks was relieved somewhat by cold weather during the period under review which prompted increased activity on the part of feeders. This action did not tend to firm prices, however, as one grade of each material was lowered.

Other tendencies in the market, nevertheless, were more favorable. Superphosphate, which had been strong for several preceding weeks, finally advanced. The future price of Japanese sardine meal was higher and equalled the spot price. Domestic fish scrap was without feature except that the Chesapeake Bay plants suspended operations and activity was taken up by factories along the Carolina coast.

Exports of fertilizers and fertilizer materials from the United States during September totaled 123,792 long tons, compared with 116,828 in September, 1938. Imports were 87,434 long tons, against 128,389.

October tag sales in 17 states amounted to 210,115 tons, compared with 131,199 in the corresponding month last year, according to the National Fertilizer Association. Comparative figures will be found in the table below.

Price Changes

Prices were changed during the past week as follows:—

Advanced

Bone, raw, imp., 50c. per ton, c.i.f. ports
Cottonseed meal, $1.50 to $2 per ton, Southeastern mills.
Fish scrap, Jap. sardine meal, contracts, 50c. per ton.
Superphosphate, guaranteed and run-of-pile, 50c. per ton, f.o.b. Balto.

Reduced

Blood, dried, 16-16½ percent, 25c. per unit, f.o.b. N.Y.
Tankage, unground feeding, N.Y., 20c. per unit

Comparative Values

Index numbers compiled from four typical fertilizer materials on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
66.3	66.3	66.3	66.3

Market news that may have developed after this report was sent to press will be found on page 4.

Nitrogenates

Castor Pomace.—The domestic and imported materials were unchanged and firm at $17.50 and $20 per ton, respectively.

Dried Blood.—The price was lowered 25c. per unit to a level of $3.35, f.o.b. New York. Quotations at Chicago and on imported product were firm.

Fish Scrap.—Conditions surrounding the market were unchanged with menhaden scrap at $4.25 and 10c. per unit and the meal at $58 per ton. Japanese sardine meal was at $53 per ton, 50c. higher.

Nitrate of Soda.—Deliveries during the week were at about the same level as the previous period.

Sulphate of Ammonia.—Material was being shipped this month at $27.50 per ton, but new orders were being refused except for shipment late next month or in January, 1940.

Tankage.—Unground feeding material was lowered 20c. to $3.75 and 10c. at New York. Other quotations were firm.

Potashes

Demand was less last week than the previous period but all prices continued firm and unchanged. Cottonseed hull ash was steady at $1.10 per unit.

Phosphates

Bone Materials.—Imported raw bone was stronger and the price was advanced 50c. per ton to $31.50, c.i.f., ports.

Phosphate Rock.—Tonnages of various shipments going into consumption were a bit higher than when this material was last reviewed. The price was firm and unchanged.

Sulphur and Pyrites

Calls for deliveries of sulphur against contracts registered a slight improvement last week and the price continued firm and unchanged. Pyrites produced in Australia now meets 27 percent of domestic requirements and it is hoped to step up output 50 or 60 percent in a comparatively short time.

Markets at Other Centers

Atlanta, Nov. 8.—The market was unchanged except for cottonseed meal, which was advanced. Quotations of fertilizer materials in this market are as follows:—

SUPERPHOSPHATE.—52c. per unit, interior manufacturing points.

NITRATE OF SODA.—Bulk, $27 per ton, ports.

SULPHATE OF AMMONIA.—$27.75 per ton, port basis.

COTTONSEED MEAL—8 percent grade, $1.50 to $2 higher at $28 to $28.50 per ton, southeastern mills.

BLOOD.—$3.60 per unit, basis Chicago; imported, $3.35, port basis.

TANKAGE.—Fertilizer grade, $3.25 and 10c., basis Chicago; South Am., $4 and 10c., ports.

BONE.—3 and 50 steamed meal, $30 per ton, basis Chicago.

Baltimore, Nov. 8, 1939.—Conditions have not changed since the beginning of the past week, with trading slow and volume of business held down to very moderate proportions. Some items, however, have stiffened and superphosphate was advanced.

FISH SCRAP.—The market is firm, with the factories located down the Chesapeake Bay contemplating a suspension of further operations for the season by the end of the week. Further activities will be taken up by the plants on the Carolina

—*Continued on page 70*

Fertilizer Tag Sales: October

	P.C. of 1938.	October 1939.	October 1938.	October 1937.	P.C. of 1938.	January-October 1939.	January-October 1938.	January-October 1937.
		Equivalent tons*				Equivalent tons*		
South—								
Virginia†	87	22,457	25,870	27,758	103	406,347	396,142	426,441
North Carolina	146	28,637	19,606	18,429	111	1,162,031	1,042,585	1,158,997
South Carolina	193	11,890	6,150	9,722	103	656,934	640,120	748,868
Georgia	24	1,100	4,675	3,190	95	672,612	705,944	849,324
Florida†§	137	64,936	47,539	49,070	104	410,433	392,880	425,347
Alabama	193	1,450	750	1,400	105	550,600	525,700	620,660
Mississippi	...	22,125	250	.....	100	299,971	300,086	324,249
Tennessee†	206	12,545	6,087	6,013	102	130,344	127,338	138,071
Arkansas‡	427	6,400	1,500	106	111	72,022	65,090	67,675
Louisiana†	252	17,100	6,790	8,600	111	154,288	139,292	152,078
Texas†	47	1,070	2,263	2,200	105	84,252	80,061	85,702
Oklahoma	...	355	.....	105	89	7,022	7,855	6,845
Totals South	156	190,065	121,480	126,587	104	4,606,856	4,423,003	5,004,257
Midwest—								
Indiana	419	5,500	1,313	1,688	112	262,458	234,928	273,496
Illinois	141	4,032	2,863	4,125	105	43,669	41,655	46,652
Kentucky	207	6,813	3,288	8,543	108	118,042	109,644	117,078
Missouri	166	3,475	2,093	5,586	96	67,556	70,044	82,200
Kansas	142	230	162	384	79	14,296	18,079	15,251
Totals Midwest	206	20,050	9,719	20,326	107	506,021	474,350	435,677
Grand totals	160	210,115	131,199	146,913	104	5,112,877	4,897,353	5,538,934

* Monthly records of fertilizer tax tags are kept by State control officials and may be slightly larger or smaller than the actual sales of fertilizer. The figures indicate the equivalent number of short tons of fertilizer represented by the tax tags purchasd and required by law to be attached to each bag of fertilizer sold in the various States.

† Cottonseed meal sold as fertilizer included.

‡ Excludes 46,000 tons of cottonseed meal for January-October combined, but no separation is available for the amount of meal used as fertilizer from that used as feed.

§ Includes 54,802 tons of phosphatic and lime materials for January-October.

Current prices on fertilizer materials are given in the alphabetical list of prices beginning on page 7

DOMESTIC
SULPHATE OF AMMONIA
AND AMMONIA LIQUOR
THE Barrett COMPANY — 40 RECTOR STREET, NEW YORK

SULPHATE OF AMMONIA
Domestic or Export
CONRAY PRODUCTS CO., INC.
30 West 21st Street, New York City

SUNSHINE STATE POTASH
A PRODUCT OF NEW MEXICO U.S.A.
REG. U.S. PAT. OFF.
MURIATE OF POTASH
62/63% K_2O
Also 50% K_2O
MANURE SALTS
Approximately 30% K_2O
UNITED STATES POTASH COMPANY
INCORPORATED
30 ROCKEFELLER PLAZA, NEW YORK, N. Y.

KEY RAW MATERIAL

In one or another of its forms, sulphur participates in nearly all the key processes that make the wheels of our normal peacetime economy go round. It is used in such unwarlike industries as paint and varnish, pulp and paper, petroleum, dyes and coal tar products, rubber, food products, fertilizer and insecticides, rayon and textiles.

Sulphur's versatility and inexpensiveness have continually expanded its uses. In fact, the average annual sulphur consumption for the past two years actually exceeded the peak during the 1914-18 World War when the nation's industrial machine was geared for the highest possible speed.

Improvements in sulphur production, too, have advanced with increased consumption. Today, latest production and shipping facilities, ample above-ground stocks at our mines at Freeport, Texas, and Port Sulphur, Louisiana, and a 25-year-old reputation insure our customers the utmost in prompt, dependable service.

FREEPORT SULPHUR COMPANY
122 East 42nd Street New York

Shipping Information

All matter under this heading fully protected by copyright

Imports at U.S. Ports

New York Imports

ACID, TARTARIC — 300 kegs, Leghorn Trading Co, Naples

AGAR AGAR—10 bls, Wood & Selick, Hongkong
10 bls, Peek & Velsor, Hongkong
38 bls, T M Duche & Sons, Shanghai

ALBUMEN, DUCK—64 cs, Paul A Dunkel & Co, Shanghai
146 cs, Henningsen Bros, Shanghai

EGG, HEN—56 cs, American Cyanamid & Chem Co, Shanghai

ALUMINUM FOIL—138 cs, Rohner, Gehrig & Co, Genoa
28 cs, F P Gaskell Co, Genoa

AMMONIA, SULPHATE—300 bgs, Synthetic Nitrogen Product Corp, Oslo

ANISE—100 bgs, Greene Trading Co, Famagusta

ANNATTO SEED—27 bgs, Preservaline Mfg Co, Guayaquil

ANTIMONY, ORE—11,569 bgs, W R Grace & Co, South America

BAUXITE—10 cs, Recife

BAYBERRY BARK—9 bls, Public Natl Bank, Trieste

BELLADONNA LEAVES—165 bls, Corn Exchange Bank, Trieste
23 bls, Public Natl Bank & Trust Co, Trieste

BRISTLES—11 cs, F H Cone & Co, Kobe
50 cs, F Kanamatsu & Co, Tientsin
111 cs, N Wagman Co, Hongkong
137 cs, F H Cone & Co, Dairen
22 cs, Shanghai

BUCKTHORN BARK—62 bls, Public Natl Bank Trust Co, Trieste

CAMPHOR, REFD—600 cs, McKesson & Robbins, Kobe
50 cs, Nisho Co, Kobe

SLABS—100 cs, Nisho Co, Kobe

CANARY SEED—300 bgs, H S Cramer & Co, Casablanca
850 bgs, A G Dunn, Casablanca
150 bgs, R C Wehling & Co, Casablanca
25 bgs, P H Petry & Co, Casablanca
250 bgs, F D Keller & Co, Casablanca
150 bgs, Levy & Levis Co, Casablanca
150 bgs, A G Dunn, Casablanca

CARAWAY SEED—154 bgs, Bankers Trust Co, Piraeus

CAROB FLOUR — 230 cs, Bank of Athens, Piraeus

CASEIN—2,000 bgs, A Hurst & Co, Bordeaux
334 bgs, American-British Chem Supplies, Bordeaux

CASSIA—350 bls, Wah Young Co, Hongkong

BROKEN—50 bls, Wah Young Co, Hongkong
50 bls, B H Old & Co, Hongkong

ROLLS—100 bls, National City Bank, Hongkong

CASTOR BEANS—4,000 bgs, Baker Castor Oil Co, Rio de Janeiro
1,694 bgs, Berkshire Chem Co, Bahia
847 bgs, Bunge North American Grain Co, Pernambuco
5,100 bgs, Pernambuco
677 bgs, Maranhao

CHEMICALS — 61 cs, Sandoz Chem Works, Genoa
308 cks, 1,016 bgs, Advance Solvents & Chem Co, Rotterdam
40 kgs, Philipp Bros, Rotterdam
100 cs, Merck & Co, Rotterdam
100 cks, Hummel Chem Co, Rotterdam
1 cs, McKesson & Robbins, Curacao
10 cs, C L Huisking & Co, Genoa
2 cs, Bayer Co, Genoa
10 cs, 1 bbl, Merck & Co, Genoa
5 cs, Italian Drug Import Co, Genoa
41 cs, Ciba Pharm Co, Genoa
2 cs, Gane & Ingram, Genoa

CHAMOIS SKINS—1 cs, Florida Sponge & Chamois Co, Bordeaux

CHROME ORE—1 pkg, Philipp Bros, Bahia

COALTAR, INTERMEDIATES—11 cks, 45 cs, General Dyestuff Corp, Genoa
1 cs, Carbic Color & Chem Co, Genoa
1 ck, 65 cyls, Sandoz Chem Works, Genoa
25 cks, Geigy Co, Genoa

COCOA BEANS—4,000 bgs, W R Grace & Co, Bahia
2,000 bgs, Curacao Trading Co, Bahia
2,000 bgs, Nieschlag & Co, Bahia
5,000 bgs, Lloyd Brazileiro, Bahia
1,000 bgs, Wood & Selick, Bahia
1,000 bgs, A C Israel & Co, Bahia
1,000 bgs, General Cocoa Co, Bahia
5,000 bgs, Webler Paine, Bahia
1,500 bgs, Kennedy Butcher & Co, Bahia
2,000 bgs, Wessel, Kulenkampf Co, Bahia
1,000 bgs, Wessel, Duval & Co, Bahia
1,376 bgs, Lisbon
800 bgs, Cristobal
28 bgs, Nieschlag & Co, Puerto Cabello
9,000 bgs, Bahia
11,000 bgs, Bahia
163 bgs, Curacao Trading Co, Trujillo
3,000 bgs, Fruit Dispatch Co, Port Limon
50 bgs, Puerto Cabello
100 bgs, Grace Bros, Guayaquil
250 bgs, General Cocoa Co, Guayaquil
2,000 bgs, Grace National Bank, Ilheos
6,000 bgs, Ilheos
1,649 bgs, Bahia

COCONUTS—860 bgs, I L Toledano Corp, Cristobal
1,250 bgs, General Food Corp, Kingston
450 bgs, Universal Import & Export Co, Kingston

COCONUT, DESIC — 1,804 cs, Durkee Famous Food, Manila
112 cs, Philippine Desic Coconut Corp, Manila
1,302 cs, Balfour, Guthrie & Co, Manila
1,921 cs, General Food Corp, Manila

COLCHICUM SEED—38 bgs, Public National Bank, Trieste
34 bls, S B Penick & Co, Trieste

COLORS—4 cs, American Express Co, Genoa

EARTH—12 bbls, Intersped Agency, Rotterdam
10 cks, L H Butcher Co, Rotterdam

COLUMBITE ORE—34 pkgs, Pan-American Trading Co, Pernambuco

CONDURANGO BARK—115 bgs, W R Grace & Co, South America

COPAIBA BALSAM — 60 cs, Geo Uhe Co, Manaos

COPPER, CONC—7,999 bgs, Watson-Geach Co, South America

CORIANDER SEED—667 bgs, Dodge & Olcott Co, Catania
300 bgs, O Gerdau Co, Casablanca
200 bgs, Knickerbocker Mills Co, Casablanca
1,310 bgs, Van Norden & Archibald, Casablanca

CORIANDER SEED—700 bgs, Central Hanover Bank Trust Co, Casablanca
200 bgs, J Raphael & Son, Casablanca
200 bgs, Jewett & Sherman, Casablanca
300 bgs, McCormick & Co, Casablanca
500 bgs, E E Marks & Co, Casablanca
100 bgs, P H Petry & Co, Casablanca
500 bgs, F D Keller & Co, Casablanca
400 bgs, Levy & Levis Co, Casablanca
500 bgs, R J Prentiss & Co, Casablanca
180 bgs, I Harrison & Whitney, Casablanca
500 bgs, L A Champon, Casablanca
100 bgs, I Weinstein, Casablanca
300 bgs, R T French Co, Casablanca

CORK, VIRGIN—20 bls, H Suhl, Lisbon
3,226 bls, National City Bank, Lisbon
3,284 bls, National Bank of Com, Bone

WOOD—120 bls, H Suhl, Lisbon
400 bls, Lisbon

COTTON LINTERS—103 bls, Wessel, Duval & Co, South America

CUBEBS—25 bgs, Singapore

CUMIN SEED — 125 bgs, Export Agencies, Casablanca
300 bgs, E E Marks & Co, Casablanca
125 bgs, S B Penick & Co, Casablanca
200 bgs, P H Petry & Co, Casablanca
100 bgs, F D Keller & Co, Casablanca
111 bgs, Archibald & Kendall, Casablanca
111 bgs, Knickerbocker Mills Co, Casablanca
190 bgs, L A Champon, Casablanca
200 bgs, Greene Trading Co, Famagusta

DANDELION ROOT—50 bls, S B Penick & Co, Trieste

DEXTRIN—80 bgs, Morningstar-Nicol, Rotterdam

POTATO—250 bgs, Stein, Hall & Co, Rotterdam

DOGGRASS ROOT — 90 bgs, National City Bank, Trieste

DYES, ALIZARIN—91 cks, 47 tubs, 86 cyls, General Dyestuff Corp, Genoa

ANILIN—10 dms, L & R Organic Prod Co, Antwerp
46 cks, 5 pkgs, New York & Cuba Mail S S Co, Genoa
233 cks, Geigy Co, Genoa
41 cyls, 2 kegs, 28 cs, 169 cks, General Dyestuff Corp, Genoa
51 cans, 19 bbls, Ciba Co, Genoa
116 cks, Carbic Color & Chem Co, Genoa
54 cyls, 99 pkgs, Sandoz Chem Works, Genoa

EARTH, BLEACHING—600 bgs, Piraeus

FAT—30 bbls, W A Cleary Co, Oslo

FENNEL SEED—2 bgs, Banco di Napoli Trust Co, Palermo

FENUGREEK SEED—50 bgs, P H Petry & Co, Casablanca
100 bgs, F D Keller & Co, Casablanca
50 bgs, Knickerbocker Mills Co, Casablanca
250 bgs, R J Prentiss & Co, Casablanca
500 bgs, S B Penick & Co, Casablanca
475 bgs, L A Champon, Casablanca

FILTER PAPER—6 cs, Carl Schleicher & Schall Co, Genoa
76 cs, J Manheimer, Bordeaux

FLEASEED—50 bgs, R J Prentiss & Co, Marseilles
200 bgs, Kachurin Drug Co, Marseilles

FLOWER WATER—175 pkgs, Magnus, Mabee & Reynard, Marseilles

GELATIN, POWDERED—70 bbls, International Selling Corp, Antwerp

GENTIAN ROOT—118 bls, S B Penick & Co, Trieste

GLUE—150 cks, Rex & Reynolds, Marseilles
9 bls, Atlantic Freighting Co, Antwerp
5 cs, Rohner, Gehrig & Co, Genoa

HIDE—200 bls, Bank of Comm, Trieste

GLUESTOCK—39 bls, National City Bank, Havana

GUM, COPAL—400 bgs, National Carloading Corp, Antwerp
70 bgs, O G Innes Corp, Macassar
284 baskets, American Cyanamid & Chem Co, Macassar
201 baskets, G W S Patterson & Co, Macassar
229 baskets, Van Norden & Archibald, Macassar
80 baskets, W H Scheel, Macassar
70 bgs, Stroock & Wittenberg, Singapore
124 bgs, Stroock & Wittenberg, Manila
280 bgs, France, Campbell & Darling, Singapore
160 bgs, France, Campbell & Darling, Singapore
39 bgs, France, Campbell & Darling, Singapore
191 bgs, France, Campbell & Darling, Singapore

DAMMAR—188 bgs, American Cyanamid & Chem Co, Macassar
140 bgs, G W S Patterson & Co, Macassar
30 cs, P S Busschaert, Singapore
210 bgs, 50 cs, W H Scheel, Singapore
840 bgs, American Cyanamid & Chem Co, Singapore
350 bgs, 50 cs, Stroock & Wittenberg, Singapore
35 bgs, 25 cs, Gillespie Rogers Pyatt Co, Singapore
420 bgs, 25 cs, G W S Patterson & Co, Singapore
50 bgs, France, Campell & Darling, Singapore
945 bgs, O G Innes Corp, Singapore

GAMBOGE—5 cs, Singapore

LABDANUM—1 cs, J G Danco, Marseilles

GUM, LOCUST BEAN—100 bgs, Piraeus
25 bgs, Innis, Speiden & Co, Genoa
50 bgs, Paul A Dunkel & Co, Genoa
300 bgs, Victor M Calderon Co, Famagusta

MASTIC—20 cs, Ionian Bank, Piraeus

NISPERA—26 bls, Chicle Development Co, Corinto

SANDARAC—22 bbls, S Wintebourne & Co, Casablanca
8 bbls, France, Campbell & Darling, Casablanca
21 bbls, R H Elmeleh, Casablanca

TRAGACANTH—47 bgs, 4 cs, A D Isbetcherian, Istanbul

HERBS, MEDICINAL—44 bls, Peek & Velsor, Trieste
12 bgs, 50 bls, New York Trust Co, Trieste
72 bls, R J Prentiss & Co, Catania
40 bls, S B Penick & Co, Catania
31 bgs, 1 cs, Knickerbocker Mills Co, Catania

HOPS—25 bls, Transatlantic Malt Co, Trieste
150 bls, Atlantic Forwarding Co, Trieste
299 bls, R F Downing & Co, Trieste
30 bls, P Rememann, Catania
150 bls, Bode & Voigt, Catania
165 bls, Atlantic Forwarding Co, Catania
155 bls, A Gusmer, Catania
125 bls, Atlantic Forwarding Co, Trieste
362 bls, R F Downing & Co, Trieste
130 bls, 10 cs, A Gusmer, Trieste
75 bls, F Bing, Trieste
77 bls, Continental Bank Trust Co, Trieste
35 bls, Brooklyn Trust Co, Trieste
224 bls, Bode & Voigt, Trieste

Under Treasury Decision 49970, United States import and export government records for the time being are not available to the press. Petitions for a modification of the ban have been filed with the department. The Reporter has filed a special brief to meet the needs of the industries it serves. Pending action on its brief, the Reporter will continue to print such data as may be available from other than government sources. Readers desiring to have these data continued as heretofore are requested to send their views to the Reporter for use in the preparation of a supplemental brief.
Editor, O.P.D.R.

INDIGO—3 cyls, General Dyestuff Corp, Genoa

IRON, ORE—7,169 tons, Bethlehem Steel Co, Narvik

OXIDE—175 bbls, Whittaker, Clark & Daniels, Malaga
200 bbls, Reichard-Coulston, Malaga
200 bbls, C J Osborn & Co, Malaga

JUNIPER BERRIES—84 bgs, Brown Bros Harriman Co, Trieste
92 bgs, R J Prentiss & Co, Leghorn
799 bgs, S B Penick & Co, Leghorn
147 bgs, Knickerbocker Mills Co, Leghorn
75 bgs, Peek & Velsor, Leghorn
43 bgs, Trust Co of North America, Leghorn

KOLA NUTS—120 bgs, Barclay Bros, Kingston

LAUREL LEAVES—379 bls, Piraeus

LEMON PEEL—140 bls, Brown Bros, Harrimann Co, Catania

LICORICE PASTE—60 cs, T M Duche & Son, Marseilles

ROOT—751 bls, S B Penick & Co, Anakkale
147 bls, Peek & Velsor, Anakkale

LIME—4 bbls, California Calavo Fruit Growers, Kingston

LINDEN FLOWERS—15 bls, S B Penick & Co, Trieste

MACE—73 cs, Macassar
16 cs, Singapore

MAGNESIA, CARBONATE—125 cs, National City Bank, Genoa

MANDIOCA FLOUR—20 pkgs, Arnold Dorr & Co, Pernambuco

MANNA—10 cs, S B Penick & Co, Palermo
17 cs, Peek & Velsor, Palermo
40 cs, National City Bank, Palermo
7 cs, New York & Cuba Mail S S Co, Palermo

MARJORAM LEAVES—40 cs, Oslo

MEDICINAL PREPS—33 cs, Italian Drug Importing Co, Genoa
3 cs, Gane Ingram, Genoa
6 cs, Italian Drug Importing Co, Genoa
25 cs, American Express Co, Rotterdam
4 cs, H S Dorf & Co, Genoa

MENTHOL—15 cs, H H Rosenthal Co, Shanghai
18 cs, Kachurin Drug Co, Kobe

MICA—29 cs, J Aron & Co, Rio de Janeiro
1 cs, A O Schoomaker Insulation Co, Kobe

MUSTARD SEED—900 bgs, Charles Gulden, Catania
500 bgs, Catz American Co, Catania
150 bgs, Marine Midland Trust Co, Palermo
800 bgs, Charles Gulden, Palermo

NAPHTHOL—47 cyls, General Dyestuff Corp, Genoa

OCHER—2,647 bgs, 37 cks, Reichard-Coulston, Marseilles
3 bgs, A D Isbetcherian, Istanbul

OIL, ALMOND—60 cs, Manufacturers Trust Co, Palermo

ANISE—5 dms, Magnus, Mabee & Reynard, Hongkong
10 dms, Hongkong

BERGAMOT—9 cs, P R Dreyer, Messina
3 cs, Orbis Product Corp, Messina
150 cs, Fritzsche Bros, Messina
100 cs, Geo Luelers & Co, Messina
120 cs, Roure Dupont, Messina
88 cs, Dodge & Olcott Co, Messina
10 cs, Paulo Martino, Messina
10 cs, W J Bush & Co, Messina
50 qtr cs, Paulo, Martino, Messina
20 cs, Manufacturers Trust Co, Messina
40 half cs, Dodge & Olcott Co, Messina
10 half cs, Givaudan-Delawanna, Messina
40 half cs, Bankers Trust Co, Messina

CAMPHOR—10 dms, Ungerer & Co, Kobe
12 dms, W J Bush & Co, Kobe
2 dms, Corn Exchange Bank Trust Co, Kobe

CASSIA—10 dms, Geo Luelers & Co, Hongkong

CHINAWOOD—862,000 lbs, Universal Trading Co, Hongkong
60 tons, Universal Trading Co, Hongkong

OIL, COCONUT—1,400 tons, Philippine Refg Corp, Manila

CODLIVER—100 dms, 100 bbls, Norwich Pharm Co, Bergen
15 bbls, Denver Pharm Co, Bergen
200 dms, Kachurin Drug Co, Bergen
10 dms, M Thompson Co, Bergen
3 dms, Bergen
20 bbls, Cook & Son, St Johns

CORIANDER—3 cs, J W Lyon, Trieste

ESSENTIAL—18 pkgs, Marseilles
1 dm, Casablanca
51 pkgs, Bordeaux
1 dm, Vera Cruz
11 cs, Penang

EUCALYPTUS—5 dms, Dodge & Olcott Co, Seville
9 dms, Norda Essential Oil & Chem Co, Seville

FISH, LIVER—113 dms, Consumers Import Co, Yokohama

GERANIUM—4 dms, National City Bank, Algiers

JUNIPER—4 dms, Fritzsche Bros, Seville
2 dms, Dodge & Olcott Co, Seville

LAVENDER—10 dms, Fritzsche Bros, Seville
5 dms, Geo Lueders & Co, Seille
10 dms, Norda Essential Oil & Chem Co, Seville

LEMON—2 cs, Corn Exchange Bank Trust Co, Messina
100 cs, Dodge & Olcott Co, Messina
12 cs, Paulo Martino, Messina
100 cs, Manufacturers Trust Co, Palermo
3 half cs, Dodge & Olcott Co, Messina
10 half cs, Givaudan-Delawanna, Messina
15 cs, Wells Fargo Co, Vera Cruz

LIME, DIST—20 cs, Ungerer & Co, Kingston

MARJORAM—2 dms, Fritzsche Bros, Seville

OITICICA—360 tons, Forteleza

OLIVE—50 cs, Genoa
200 bbls, National Bank of Greece, Patras
200 dms, Smith Weihman Co, Patras
18 cs, Palermo
250 bbls, Comml Bank of Greece, Patras
100 dms, E M Sergeant Pulp & Chem Co, Piraeus
100 dms, Lekas & Drivas, Piraeus
40 dms, Polly Bros, Piraeus
1,128 cs, Piraeus
400 dms, American Express Co, Piraeus
550 dms, Bank o fAthens, Piraeus
1,168 dms, Bank of Greece, Piraeus
2,304 dms, 250 cs, Comml Bank of Greece, Piraeus
50 dms, British French Discount Bank, Piraeus
300 dms, Banque Populaire, Piraeus
397 dms, Banque Com Italo Bank of Greece, Piraeus
712 dms, Banque Com Bank of Greece, Piraeus
1,295 dms, 20 cs, Ionian Bank, Piraeus
1,572 dms, 50 bbls, 825 cs, National Bank of Greece, Piraeus
1,018 dms, Bank of Athens, Piraeus
99 dms, Banque Populaire, Piraeus
50 dms, American Express Co, Piraeus
25 dms, Commercial Bank of Greece, Piraeus
140 dms, O A Hagen, Piraeus
50 dms, New Brunswick Lab, Piraeus
50 dms, B Spiliades, Piraeus
90 dms, Schroeder Bros, Piraeus
150 dms, Bonoil Packing Corp, Piraeus
50 dms, A Corrao, Piraeus
52 dms, M Kondorinis, Piraeus
75 dms, Leghorn Trading Co, Piraeus
805 cs, Leghorn
25 dms, Fontana Hollywood, Leghorn
225 dms, Atlantic & Pacific Tea Co, Genoa
25 dms, General Shipping & Trading Co, Genoa
100 dms, A Corrao, Genoa
1,480 cs, Genoa
40 dms, Marseilles
125 dms, R W Delapenha Co, Malaga
150 dms, A M Cory Co, Malaga
70 dms, Strohmeyer & Arpe Co, Seville
265 dms, Chemical Bank & Trust Co, Seville
25 dms, National City Bank, Seville
25 dms, Banco di Napoli Trust Co, Seville
125 dms, Irving Trust Co, Seville
25 dms, Marine Midland Trust Co, Lisbon
100 dms, National City Bank, Lisbon
15 dms, Pan American Trust Co, Lisbon
50 dms, Manufacturers Trust Co, Lisbon
50 dms, Banco Di Napoli Trust Co, Lisbon
500 dms, Leghorn Trading Co, Lisbon
110 dms, 33 cs, Lisbon
100 dms, Smith, Weihman Co, Tunis
150 dms, Bank of Manhattan, Algiers
2,000 cs, Leghorn
50 dms, Fontana Hollywood Co, Genoa
300 dms, Schroeder Bros, Piraeus
100 dms, Smith, Weihman Co, Piraeus
25 dms, E C Pete Co, Piraeus
75 dms, A S Kourtsis, Piraeus
25 dms, Andrew Makris, Piraeus
50 dms, Musco Bros, Piraeus
100 dms, New Brunswick Lab, Piraeus
25 dms, J Minervini, Piraeus
100 dms, Doudoure Bros, Piraeus
200 cs, Piraeus

OLIVE, SULPHUR—175 dms, 100 bbls, British French Discount Bank, Piraeus
150,000 kilos, Smith, Weihman Co, Polychinto
176 dms, Smith, Weihman Co, Rethymno
281,570 kilos, National Bank of Greece, Rethymno
320,000 kilos, Smith, Weihman Co, Algion

ORANGE—1 cs, Corn Exchange Bank Trust Co, Messina
4 cs, Dodge & Olcott Co, Messina

PALM—1 cs, Procter & Gamble, Belawan Deli
886 tons, Banque Belge Bour l'Etranger, Belawan Deli

PERILLA—287 tons, Mitsubishi Shoji Kaisha, Kobe

PINE—1 ck, 2 cs, Public Natl Bank, Trieste

PIMENTO LEAF—3 dms, Kingston
ROSE—1 cs, Aromatic Prod, Inc, Genoa
13 cs, Chase Natl Bank, Genoa

ROSEWOOD—33 dms, Manaos

SAGE—10 dms, E E Marks & Co, Dubrovnik
7 bbls, Irving Trust Co, Trieste
2 dms, Dodge & Olcott Co, Seville

SAVIN—2 cks, Corn Exchange Bank Trust Co, Trieste

SAVORY—1 cs, Public Natl Bank & Trust Co, Trieste
1 cs, Dodge & Olcott Co, Trieste

OLEO RESIN CAPSICUM—10 tins, Fritzsche Bros, Trieste
2 cs, J W Lyon, Trieste

ORANGE PEEL—6 bls, National City Bank, Trieste

ORRISROOT — 72 bgs, Givaudan-Delawanna, Leghorn
156 bgs, S B Penick & Co, Leghorn
68 bls, Irving Trust Co, Trieste
84 bgs, Geo Lueders & Co, Leghorn
161 bgs, C Mathieu, Leghorn
72 bgs, W J Bush & Co, Leghorn
29 bgs, Peek & Velsor, Leghorn
43 bgs, R J Prentiss & Co, Leghorn
33 bgs, Trust Co of North America, Leghorn

PAINT—31 cs, E E Dietze & Co, Oslo
178 cs, West India Fruit S S Co, Oslo
100 dms, Rotterdam

PAPAIN—20 cs, S B Penick & Co, Colombo
6 cs, F W Mead & Co, Colombo

PAPRIKA—100 bgs, J H Faunce, Trieste
200 bgs, J Navarro, Trieste
50 bgs, Safe Owl Prod Co, Trieste
75 bgs, Frank Tea & Spice Co, Trieste
25 bgs, M J Golombek, Trieste
50 bgs, Jewett & Sherman, Trieste
457 bgs, McCormick & Co, Trieste
50 bgs, Jewett & Sherman, Catania
25 bgs, Albert Ellis Co, Catania
25 bgs, Hudson Tea & Spice Co, Catania
25 bgs, A G Dunn, Catania
100 bgs, Durkee Famous Food, Catania
50 bgs, Archibald & Kendall, Catania
50 bgs, Archibald & Kendall, Trieste
50 bgs, Jewett & Sherman, Trieste
200 bgs, Lisbon
150 cs, Atlantic & Pacific Tea Co, Rotterdam
40 bgs, M A Porazzy Co, Rotterdam
700 bgs, Lisbon

PAW PAW—10 lugs, B Martin, Havana

PEATMOSS—558 bls, Premier Peatmoss Corp, Rotterdam
934 bls, Peat Import Corp, Rotterdam

PEPPER, BLACK—1,376 bgs, Catz American Co, Telok Betong
4,000 bgs, M Rothchild, Singapore

PERFUMERY, SYN—2 cs, Goudraud Shipping Co, Genoa
15 cs, Firmenich & Co, Genoa
15 cs, Givaudan-Delawanna, Genoa

PIMENTO—384 bgs, United Fruit Co, Kingston

POPPYSEED — 517 bgs, Bankers Trust Co, Piraeus

PUMICE, LUMP—2,400 bgs, 2 cks, K F Griffiths & Co, Lipari

PYRETHRUM FLOWERS—44 bls, Catania
56 bls, McKesson & Robbins, Dubrovnik

QUICKSILVER—200 flks, Leghorn Trading Co, Genoa
70 flks, Vera Cruz
200 flks, Leghorn Trading Co, Genoa

QUINCE SEED—8 bgs, Malaga

RAPESEED — 309 bgs, Bankers Trust Co, Piraeus

ROOT, MEDICINAL — 9 cs, National City Bank, Antwerp

ROUSSO FLOWERS—2 bls, S B Penick & Co, Trieste

ROSEMARY HERBS—26 bls, S B Penick & Co, Trieste

SAFFRON FLOWERS—2 cs, Andre Causse, Bordeaux

SAGE LEAVES — 114 bls, Royal Bank of Canada, Trieste
34 bls, Peek & Velsor, Trieste
66 bls, National City Bank, Catania
75 bls, Van Norden & Archibald, Catania
217 bls, E E Marks & Co, Catania
342 bls, E E Marks & Co, Dubrovnik
81 bls, National City Bank, Trieste

SARSAPARILLA ROOT—17 bls, United States Line, Havana

SESAME SEED—56 bgs, National City Bank, Hongkong
30 bgs, Wah Young Co, Hongkong
224 bgs, Hongkong

SIENNA—500 bgs, 73 bbls, Reichard-Coulston, Leghorn

SOAP—1,730 cs, Conti Product Corp, Leghorn

SODA PRUSSIATE—20 cks, Antwerp
SULPHATE—1,398 bgs, W R Grace & Co, South America

SPONGES—2 bls, Ionian Bank, Piraeus
3 bls, Popular Bank, Piraeus
11 bls, Florida Sponge & Chamois Co, Havana
5 bls, A Block, Havana
12 bls, S Vollmann & Son, Havana
16 bls, Havana
REFUSE—21 bls, Florida Sponge & Chamois Co, Havana
6 bls, Havana

SQUILL—130 bgs, Brown Bros-Harrimann Co, Catania
146 bgs, Brown Bros-Harrimann Co, Palermo
303 bls, Irving Trust Co, Trieste

STEATITE—9 bbls, Caldwell Co, Leghorn
5 bbls, M Kirschberger, Leghorn

STORAX—24 cs, Banca Com'l Italian, Trieste
24 cs, Ungerer & Co, Trieste
24 cs, Dodge & Olcott Co, Trieste
50 cs, A Jaffe, Izmir

TALC—300 bgs, C B Chrystal & Co, Bordeaux
300 bgs, Hammill & Gillespie, Bordeaux
3,815 bgs, Whittaker, Clark & Daniels, Bordeaux
2,100 bgs, L A Salomon & Bros, Bordeaux
6,000 bgs, Charles Mathieu, Genoa
50 cs, C B Chrystal & Co, Kobe
2,211 bgs, East Asiatic Co, Shanghai

TANNING EXTRACT — 100 cks, E Ritter, Genoa
2 cks, Geigy Co, Genoa

TAPIOCA, FLOUR—500 bgs, Rutger Bleecker & Co, Cheribon
693 bgs, Stein, Hall & Co, Cheribon
10 bgs, Rockland Laundry Co, Havana

TARTAR—268 bgs, Albert Niavi, Catania
2,000 bgs, Charles Pfizer & Co, Messina
273 bgs, Lisbon
77 bgs, Standard Brands, Bordeaux
20 bgs, Innis, Speiden & Co, Bordeaux
237 bgs, Naking Chem Co, Naples
50 bgs, Herrick Voigt Chem Co, Bordeaux

TOILET PREPS—3 cs, Lo Curto & Funk, Rotterdam

TOLU BALSAM—16 cs, Mecke & Co, Barranquilla

TRIPOLITE—25 bgs, J E Bernard & Co, Callao

TUNGSTEN ORE—4,012 bgs, Universal Trading Corp, Hongkong

VALONIA — 1,432 bgs, Commercial Bank of Italy, Anakkale
762 bgs, Tannin Corp, Anakkale
EXTRACT—5,370 bgs, Barkey Import Co, Anakkale

VANADIUM — 3,585 bgs, Vanadium Corp, Callao
5,983 bgs, Vanadium Corp, Callao

VANILLA BEANS—29 cs, Geo Lueders & Co, Bordeaux
30 cs, Bordeaux

VENICE TURPENTINE—5 cs, Ungerer & Co, Trieste

WAX, BAYBERRY—50 bgs, W R Grace & Co, Buenaventura
BEES—63 bgs, Santos
99 bgs, Bahia
398 bgs, Chase National Bank, Lisbon
80 bgs, Leghorn Trading Co, Santos
40 bgs, Innis, Speiden & Co, Casablanca
52 blks, R R Douglas, Lisbon
1 cs, W Gisiger, Vera Cruz

WAX, BEES—14 bgs, Vera Cruz
35 bgs, Havana
15 bgs, A I Root & Co, Havana
17 bgs, Schutte & Focke, Trujillo
12 bgs, Curacao Trading Co, Trujillo
15 bgs, Lopez Serrano & Co, Havana

CARNAUBA—865 bgs, Parnahyba
1,450 bgs, Fortaleza
92 bgs, Bahia

CURUCURY—1 ck, I Herman, Bahia

OZOKERITE—84 bgs, Strohmeyer & Arpe Co, Trieste
60 bgs, Smith & Nichols, Trieste

VEGETABLE—150 bgs, Wessel, Duval & Co, Cristobal
30 bgs, Mecke & Co, Cristobal

WINE LEES—513 bgs, Standard Brands, Lisbon

WOLFRAM ORE—6,200 bgs, Wah Chang Trading Corp, Hongkong

WOODFLOUR—1,000 bgs, Burnet Co, Oslo

ZINC, OXIDE—25 bbls, Orbis Product Corp, Marseilles

New York Transit Imports

AGAR AGAR—30 bls, Parke, Davis & Co, Hongkong, Detroit

ASBESTOS—48 bgs, Canadian Asbestos Co, Genoa, Montreal

BONE PHOSPHATE—300 bgs, Apothecariet Hall Co, Antwerp, Waterbury

CHAMOIS SKINS—3 cs, American Express Co, Bordeaux, St Louis
1 cs, American Express Co, Bordeaux, Montreal

CORIANDER SEED—300 bgs, H J Meyer & Son, Casablanca, Chicago

MATCHES, SAFETY—211 cs, Guaranty Trust Co, Kotka, Chicago

OIL, BERGAMOT—5 cs, Bank of Montreal, Messina, Montreal
LEMON—5 cs, Bank of Montreal, Messina, Montreal
MANDARIN—5 cs, Bank of Montreal, Messina, Montreal
OLIVE—200 dms, Rhode Island Hospital Natl Bank, Algiers, Providence
ORANGE—1 cs, Bank of Montreal, Messina, Montreal

PAPRIKA—300 bgs, Woolson Spice Co, Rotterdam, Toledo

TALC—400 bgs, L A Salomon & Bros, Bordeaux, Norfolk
600 bgs, C B Chrystal & Co, Bordeaux, Norfolk

TARTAR—355 bgs, W C Durfee Co, Bordeaux, Boston
972 bgs, American Hawaiian S S Co, Bordeaux, San Francisco

YEAST—50 bbls, J E Bernard & Co, Rotterdam, Chicago

Baltimore Imports

CALCIUM SILICIDE—208 dms, Sauda

CHROME METAL—128 bbls
ORE—1,000 tons, Madras

FERROMANGANESE—304 tons, 1,684 bbls Sauda

IRON ORE—4,114 tons, Leo J Buck, Narvik
9,130 tons, Leo J Buck, Narvik
2,160 tons, Masinloe
4,759 tons, Leo J Buck, Narvik
7,140 tons, Leo J Buck, Narvik
10,500 tons, Bethlehem Steel Co, Caiquiri

MANGANESE ORE—3,000 tons, Calcutta

PETROLEM, CRUDE—95,458 bbls, Standard Oil Co N J, Las Piedras
68,000 bbls, Mexican Pet Corp, Las Piedras

Los Angeles Imports

AGAR AGAR—90 lbs, Yokohama

ARSENIC, RED—5,510 lbs, France

BLEACHING POWDER—19,180 lbs, Liverpool

BLOOD, DRD—480 bgs, 67,200 lbs, Sydney

CALCIUM NITRATE—4,188,800 lbs, Oslo

CHEMICAL—6,130 lbs, Yokohama

CHILLIES, UNGRD—9,000 lbs, Tokio

COCONUTS—84,000 lbs, Colon

COCONUT, DESIC—55,440 lbs, Davao
141,600 lbs, Manila
12,500 lbs, Manila

COPRA—5,600,000 lbs, Manila

DYES, HAIR—240 lbs, Yokohama

FISH LIVERS—500 tins, 20,000 lbs, Yokohama
426 tins, 17,040 lbs, Kobe
362 tins, 14,480 lbs, Japan
204 tins, 8,160 lbs, Kobe

GELATIN, EDIBLE—600 lbs, Vancouver

GLASS, ROLLED—4,890 lbs, Brussels

GUM COPAL—11,120 lbs, Macassar

MACE—1,860 lbs, Macassar

MENTHOL—240 lbs, Shanghai

NUTMEGS—11,000 lbs, Batavia

OIL, CODLIVER—100 dms, 22,500 lbs, Oslo
425 dms, 95,630 lbs, Bergen
OLIVE—25 dms, 11,020 lbs, Marseilles
PEPPERMINT—60 lbs, Shanghai
PERILLA—140 dms, 56,000 lbs, Manchuria
RAPESEED—100 dms, 40,000 lbs, Tokyo

SESAME SEED—4,800 lbs, Hongkong

SOYBEANS—2,000 lbs, Yokohama

STARCH—250 lbs, Yokohama
POTATO—150 lbs, Kobe

TANKAGE—112 bgs, 11,200 lbs, Sydney

New Orleans Imports

BAUXITE ORE—2,981 tons, Paramaribo

COCONUTS—98 sks, Valle & Suero, Belize
320 sks, W R Grace, Belize
500 sks, L Hayward, Belize
100 sks, J Meyer, Belize
500 sks, Standard Fruit & S S Co, Ceiba

GUM, CHICLE—169 bls, W D Bromberg, Belize
347 bls, Wm Wrigley, Puerto Barrios

Philadelphia Imports

COCOA BEANS—10,000 bgs, A C Israel, Ilheus
6,000 bgs, Wessels Kulenkampff, Ilheus
2,000 bgs, Neischlag & Co, Ilheus
4,000 bgs, Bahia
7,000 bgs, General Cocoa Co, Bahia
9,000 bgs, A C Israel Co, Bahia

COCONUT, DESIC—100 cs, Wichita, Colombo

FISH LIVERS—32 cns, Chase National Bank, Shmizu
557 tins, Chase National Bank, Yokohama

IRON ORE CONC—5,020 tons, Pepel

MOLASSES — 1,774,598 gls, North American Trading & Import Co, Antilla

OIL, RAPESEED—293 tons, Mozi

PETROLEUM, CRUDE—92,819 bbls, Atlantic Refining Co, Las Piedras

PYRITES ORE—7,670 tons, Brittania Beach

RAPESEED—312 bgs, Brown Brothers Harriman & Co, Otaru

SARDINE MEAL—6,000 bgs, Mitsui & Co, Ltd, Hakodate

WAX, CARNAUBA—44 bgs, Philadelphia National Bank, Ceara
VEGETABLE—50 cs, Mitsui & Co, Kobe

Exports from U.S. Ports

Baltimore Exports

FROTHER—48,390 lbs, Hongkong
METHANOL—635,880 lbs, Kobe
SODA BICARBONATE—16,800 lbs, Manila

Los Angeles Exports

ACETONE—50 dms, 17,900 lbs, Buenos Aires

ACID—830 lbs, Curacao
BORIC—470 pkgs, 49,110 lbs, Havana; 4,400 bgs, 492,800 lbs, London

ALCOHOL, BUTYL—12 dms, 4,430 lbs, Antwerp; 119 dms, 43,920 lbs, Amsterdam
DIACETONE—10 dms, 4,290 lbs, Antwerp, 15 dms, 6,440 lbs, Amsterdam; 26 dms, 11,160 lbs, Havre

AMMONIA BORATE—160 cks, 35,840 lbs, London

ASPHALT, LIQ—30 dms, 12,740 lbs, Buenos Aires

BORATE—15,181 bgs, 2,494,300 lbs, London; 4,170 bgs, 667,020 lbs, Dunkirk

BORAX—415 sks, 41,500 lbs, Havana; 640 bgs, 89,600 lbs, Liverpool; 99 bgs, 11,090 lbs, Manzanillo; 200 bgs, 22,040 lbs, Valparaiso; 7,000 bgs, 784,000 lbs, London; 20 bgs, 2,240 lbs, Hongkong

BUTYL ACETATE—11 dms, 4,330 lbs, Antwerp; 85 dms, 33,490 lbs, Amsterdam

CALCIUM ARSENATE—1,004 dms, 220,880 lbs, Buenos Aires

CARBINOL, METHYLETHYL—60 dms, 22,140 lbs, Havre

CARBON—878 bgs, 91,270 lbs, London

CHEMICAL—84 dms, 33,430 lbs, Amsterdam

CLAY—4,400 sks, 220,000 lbs, Buenos Aires
BLEACHING—1,000 lbs, Vancouver
FILTER—6,000 bgs, 297,920 lbs, Havre

CLEANER—810 lbs, Vancouver

CREOSOTE—24 dms, 11,880 lbs, Aalbrook Field, Canal Zone; 20 dms, 9,900 lbs, Coco Solo

DIATOMACEOUS EARTH—108 bgs, 10,800 lbs, Buenos Aires; 330 bgs, 33,000 lbs, Havana; 3,007 bgs, 305,020 lbs, Vancouver; 264 bgs, 26,000 lbs, Valparaiso; 550 bgs, 56,380 lbs, Guanica; 300 bgs, 30,000 lbs, San Juan; 1,008 bgs, 100,800 lbs, London

GASOLINE—9,260 bbls, Tokuyama; 29,968 bbls, Balboa; 4,166 bbls, Cristobal; 20 dms, Santa Rosalia

GYPSUM, CALC—2,240 lbs, Santa Rosalia

ISOPROPYL ETHER—67 dms, 22,040 lbs, Havre; 30 dms, 9,870 lbs, Amsterdam

KEROSENE—80,287 bbls, Curacao; 5,888 bbls, Balboa; 3,344 bbls, Cristobal

LACQUER—3,200 lbs, Lima; 1,370 lbs, Santiago; 2,160 lbs, San Juan
THINNER—1,040 lbs, Lima; 7,040 lbs, Santiago

METHYL CHLORIDE—10 cyls, 600 lbs, Hongkong

METHYLETHYL KETONE—151 dms, 55,260 lbs, Havre; 60 dms, 21,960 lbs, Antwerp; 122 dms, 44,650 lbs, Amsterdam

MOLYBDENUM CONC—555 bgs, 57,550 lbs, Havre

OIL, BALSAM—740 lbs, Buenos Aires
DIESEL—14 dms, Santa Rosalia; 18,803 bbls, Cristobal
FUEL—53,393 bbls, Sasebo; 23,600 bbls, Santa Rosalia; 2,063 bbls, Shanghai

PAINT—2,330 lbs, Lima; 450 lbs, Santiago
THINNER—3,430 lbs, Lima

PETROLEUM, CRUDE—89,179 bbls, Amagasaki; 75,252 bbls, Tokuyama

POTASH MURIATE—1,599,360 lbs, San Juan
SULPHATE—799,680 lbs, San Juan; 5,000 bgs, 999,040 lbs, San Juan

SAND—33,600 lbs, Buenos Aires

SILICATE—2 pks, 220 lbs, Vancouver

SOAP POWDER—450 lbs, Coco Solo; 390 lbs, Vancouver

SODA SULPHATE—2,000 bgs, 222,000 lbs, London

SPIRITS—500 dms, 153,250 lbs, Valparaiso

TANNERS' BATE—7,520 lbs, Montediveo

TOILET PREPS—730 lbs, Georgetown; 810 lbs, Bridgetown; 3,070 lbs, Port Spain; 3,070 lbs, Port of Spain; 240 lbs, San Juan; 570 lbs, Cali

New Orleans Exports

ASPHALT—46 tons, Stann Creek; 385 tons, Puerto Barrios

DISTILLATE—18 tons, Tela

GASOLINE—161 tons, Puerto Barrios

GLUCOSE—29 tons, Havana

KEROSENE—14 tons, Puerto Castilla; 201 tons, Puerto Barrios

LARD—55 tons, Barranquilla; 47 tons, Cartagena; 28 tons, Cristobal; 23 tons, Puerto Limon; 66 tons, Havana

LITHOPONE—22 tons, Havana

OIL, COTTONSEED—35 tons, Cristobal

ROSIN—11 tons, Barranquilla; 120 tons, Cartagena; 13 tons, Cristobal; 12 tons, Havana

SALT—66 tons, Cristobal; 22 tons, Havana

STEARIN—13 tons, Havana

Coastwise Shipments

Los Angeles Coast Trade

GASOLINE—50,000 bbls, Sewaren; 3,477 bbls, San Diego; 60,554 bbls, Seattle; 60,205 bbls, Seattle; 51,000 bls, Portland; 6,604 bbls, San Diego

KEROSENE—30,000 bbls, Sewaren

OIL, DIESEL—5,200 bbls, San Diego; 20,417 bbls, Seattle; 13,531 bbls, Seattle; 105,000 bbls, San Diego; 24,000 bbls, Portland

FUEL—55,927 bbls, Richmond; 2,081 bbls, Seattle; 7,472 bbls, San Diego; 100,863 bbls, Richmond; 2,450 bbls, Portland; 46,034 bbls, Portland; 70,253 bbls, Oleum; 54,146 bbls, Portland; 9,516 bbls, Seattle; 1,700 bbls, Eureka; 57,522 bbls, Portland

FURNACE—4,725 bbls, Seattle

PETROLEUM, CRUDE—74,478 bbls, Avon; 68,500 bbls, Avon; 100,863 bbls, Oleum

Imports Detained

Detentions recently effected at various ports by United States authorities on determinations by the Food and Drug Administration that products offered for import were adulterated or misbranded under the Federal food and drug and cosmetic act, or did not comply with other customs regulations, included the following articles for the reason stated:—

New York

Week Ended November 8

Cod oil, 406 barrels; restricted use.

Medicinal preparations, 1 parcel; new drug.

Medicinal preparations, 1 parcel; false therapeutic claims.

Medicinal preparations, 8 cases; false thearepeutic claims.

Medicinal preparations, 1 case; dangerous drug; false therapeutic claims.

Olive oil, 25 cases; incorrect quantity of contents statement.

Buffalo

Week Ended November 8

Cod liver oil, 50 drums, restricted use.

Medicinal preparation, 1 package, false therapeutic claims.

Philadelphia

Week Ended November 8

Medicinal preparation, 1 parcel; false therapeutic claims.

San Francisco

Week Ended November 2

Alimentary paste, 128 cases; filthy.

Ginger, 39 cases; net weight not declared.

Medicinal, 5,000 pieces; false therapeutic claims; deceptive package.

Medicinal, 48 pieces; false therapeutic claims; deceptive container; alcohol not declared.

Seattle

Week Ended November 2

Insecticide, 200 pounds; ingredient statement not declared.

Medicinal, 120 pieces; false therapeutic claims.

Foreign Trade Openings

Correspondence in regard to any of the following trade openings should be addressed to the Bureau of Foreign and Domestic Commerce, Washington, D. C., or to any district office or cooperative office of the bureau, and not to this publication. When writing give the number of the item:—

Alcohols:—Guayaquil, Ecuador; purchase (4364).

Aniline dyes: — Hongkong; purchase (4396).

Benzol:—Paris, France; purchase (4356).

Chemicals, industrial:—Buenos Aires, Argentina; agency (4358).

Chemicals, industrial:—Puebla, Mexico; agency (4369).

Chemicals, industrial:—Bogota, Colombia; agency (4421).

Chemicals, industrial:—Barranquilla, Colombia; purchase (4419).

Chemicals, industrial:—Rio de Janeiro, Brazil; agency (4379).

Dyestuffs: — Santiago, Chile; agency (4362).

Fatty acids:—Reykjavik, Iceland; agency (4387).

Fertilizers: — Havana, Cuba; agency (4363).

Gamma acid:—Paris, France; purchase (4366).

Glycolethylene:—300 tons, Birmingham, England; purchase (4390).

H acid:—Paris, France; purchase (4366).

Laboratory chemicals:—Havana, Cuba; agency (4454).

Match-making raw materials:—Guayaquil, Ecuador; purchase (4364).

Paints: — Manila, Philippine Islands; agency (4409).

Perfumes:—Managua, Nicaragua; agency (4460).

Pharmaceuticals: — Santiago, Chile; agency (4361).

Pharmaceuticals: — Pueblo, Mexico; agency (4369).

Pigments, luminous:—Sidney, Australia; purchase (4359).

Resins, synthetic:—Hongkong; purchase (4396).

Soaps, laundry:—Malta, Maltese Islands; purchase (4393).

Toluol:—Paris, France; purchase (4366).

Turpentine:—Cork, Ireland; purchase (4368).

Tung Oil Arrivals Last Week

Since the last issue of the REPORTER was published, the arrival has been reported of two lots of chinawood oil at New York from Hongkong, comprising 862,000 pounds and 60 tons.

Barada & Page, agricultural and industrial chemicals, Kansas City, is distributing its November-December price catalog.

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Fertilizer Supplies Sufficient, Says Sanford

—*Continued from page 5*

penalties imposed upon thrift, Mr. Pettengill said:—

You can't predicate public policy entirely upon taking care of the ne'er-do-wells and the unfortunate. I am sorry indeed for the unfortunate. I think that we must make a generous contribution of support to those who otherwise would suffer—certainly! But policy should be directed toward making it possible for the thrifty people to succeed. When the middle class of America are being taken care of, everybody prospers, and nobody is going to prosper long in the gradual erosion of the savings of the thrifty people of this country. You wash them out, as they have been washed out in Spain and in Mexico, and where will the poor get sustenance in times of long depression?

Dr. Paul W. Chapman, dean of the College of Agriculture, University of Georgia, in an address on "Our Changing Southern Agriculture" told the meeting that no section of the country has been more deeply affected by the ebb and flow of conditions left in the wake of the World War than the South.

Dean Chapman said, that the inevitability of continued decline of the market for American cotton forces a new economy on Southern agriculture. Livestock and dairying, because of climatic conditions, should be an important substitute for surplus cotton crops. Pasture improvement fits into this picture. The corn crop of the South should be more productive and profitable than it is, he added.

Personal interviews with 32,000 farmers in thirty-five States revealed that crop increases worth $3.60 were returned for each dollar spent for fertilizer in 1938, taking the average for all crops for the country as a whole, according to H. R. Smalley, director of Soil Improvement Work for the Association.

In line with the effort under way by agricultural colleges and experiment stations, and cooperated in by the fertilizer industry, to reduce the number of grades of fertilizer, Dr. H. H. Zimmerley, director of the Virginia Truck Experiment Station, told the convention that soil testing by farmers, contrary to general impression, did not and should not have the effect of increasing the number of grades of fertilizer recommended. Dr. Zimmerley also discussed areas and crops of the South where, in case of shortage of sulphate of potash during the European war, muriate of potash might be used with equally good effect, and spoke on the work of the national joint committee on fertilizer application of which he is the general chairman.

Venezuela Tariff Pact Favors Paint Exports

—*Continued from page 5*

under the tariff acts of 1930, 1922, and 1913, and is bound against change in the present agreement. There is no domestic production of divi-divi, which is used by the tanning industry for the tannin contained in the pods.

Manures

Manures have been duty-free under the Tariff Acts of 1930, 1922, and 1913, and are bound against change in the present agreement.

Most of the imports from Venezuela consist of goat manure, which is usually processed and packaged before distribution for use in gardens and potted plants.

Gutta Balata

Gutta balata has been bound on the free list in trade agreements with Brazil and Colombia, and is so bound in the present agreement.

Crude gutta balata is the coagulated latex of a tree found in northern South America; it is used chiefly in the manufacture of covers for golf balls and in making transmission belts, footwear, chewing gum, medical tape, and marine cables.

Crude Petroleum

Imports of crude petroleum and fuel oils for use as ships' supplies are free of duty under paragraph 1733 of the Tariff Act of 1930 and also free of excise tax under Section 3451 of the Internal Revenue Code. Under the trade agreement with the United Kingdom, effective January 1, 1939, the United States bound the tax-exempt status of all liquid derivatives of crude petroleum, including fuel oil, intended for use as ships' supplies. This binding is in substance repeated in the present agreement and extended to include crude petroleum used in this manner.

Pharmaceuticals

A reduction in duty affecting exports valued at $40,000 in 1938 was secured on toilet and shaving soaps through lowering of the existing rate of 5.00 bolivares by 20 percent. Continuance of existing customs treatment was secured on numerous pharmaceutical specialties, including dentifrices and antiseptic cotton, which involved a trade estimated at $1,250,000 in 1938. Most of these products are dutiable at 1.95 bolivares and others at 2.00 bolivares, the difference representing a reduction of 2½ percent granted to France under a commercial treaty with Venezuela and extended to the United States under the most-favored-nation provision of the provisional commercial agreement between the United States and Venezuela.

Lard and Meat Products

Under the agreement the duty on hog lard is reduced from 1.20 to 0.90 bolivares, although the special emergency rate, effective September 11, 1939, of 0.80 bolivares will be applicable to imports from the United States as long as the provisions of the decree of that date remain in effect. In 1938 exports of hog lard to Venezuela were valued at $331,000, but in former years this trade exceeded $1,000,000. The trade agreement rate of 0.90 bolivares per gross kilo is equivalent to approximately 12¾ cents per gross pound.

The following tables show both import and export concessions of the Venezuelan trade agreement involving commodities in the field of the OIL, PAINT AND DRUG REPORTER:

Concessions Made by United States to Venezuela

(Ad valorem equivalents of specific and compound duties in new agreement are based on 1938 imports)

Paragraph number in tariff act of 1930.	Item.	Existing rate.	New rate.
35	Barbasco or cube root, natural and uncompounded, but advanced in value or condition by grinding beyond that essential to proper packing and the prevention of decay or deterioration pending manufacture, whether or not otherwise advanced, and not containing alcohol	10% ad val.	5% ad val.
92	Tonka beans	25c. lb.	12½c. lb.
	§Petroleum, crude	½c. gal.	‡¼c. gal.
	§Fuel oil derived from petroleum, including gas oil and topped crude petroleum	½c. gal.	‡¼c. gal.
	Articles Bound on Free List		
1653	Cocoa or cacao beans, and shells thereof	.....	.....
1670	Dyeing or tanning materials: Divi-divi, whether crude or advanced in value or condition by shredding, grinding, chipping, crushing, or any similar process, and not containing alcohol	.....	.....
1685	Manures	.....	.....
1697	Gutta balata, crude	.....	.....
1722	Barbasco or cube root, crude or unmanufactured, not specially provided for	.....	.....
	§Crude petroleum and fuel oil derived from petroleum: any of the foregoing sold for use as fuel supplies, ships' stores, sea stores, or legitimate equipment on vessels of war of the United States or of any foreign nation, or vessels employed in the fisheries or in the whaling business, or actually engaged in foreign trade between the Atlantic and Pacific ports of the United States and any of its possessions, under regulations prescribed with the approval of the Secretary of the Treasury	.....	.....

Concessions Made by Venezuela to United States

Venezuelan tariff number.	Description of Commodities.	Existing rate.	New rate.
4	Hog lard	$1.20*	$0.90
9	Prepared milk, including evaporated, condensed, dried skimmed and dried whole milk	0.50	0.50
37-B	Special foods for children and for dietary uses, including malted milk and similar milk base preparations not containing cacao or containing not more than 10 percentum of cacao, and also including those with with fruit or vegetable bases	0.30	0.30
37-C	Special foods for children and for dietary uses, containing more than 10 per centum, but not more than 15 per centum of cacao	0.70	0.70
357	Pharmaceutical specialties, not specified	2.00†	1.95
358-C	Absorbent and antiseptic or medicinal cotton	2.00	2.00
358-D	Pharmaceutical products, not specified	2.00	1.95
359	Dentifrices	2.00	2.00
364-A	Chewing gum	2.00	2.00
367-B	Toilet soap, including shaving soap in any form	5.00	4.00
370	Varnishes and lacquers	1.20	0.80
371-A	Ready mixed paints in oil, liquid	0.50	0.50
371-B	Paints for varnishing and enamelling	1.50	1.20
382-C	Industrial preparations for polishing or cleaning	1.20	0.60
382-H	Industrial preparations for coloring or shining footwear.	1.20	1.20
424	Pharmaceutical articles, not specified	2.00	2.00

* Rate of duty reduced to 0.80 bolivares per gross kilo as an emergency measure by Venezuelan decree of September 11, 1939.

† This duty was reduced to 1.95 bolivares in the commercial agreement between Venezuela and France.

‡ Imports of crude petroleum and fuel oil are duty-free, but subject to an import revenue tax of ½ cent a gallon as imposed under the Internal Revenue Code, section 3422. The reduction in the import tax from ½ to ¼ cents a gallon in the present agreement is applicable to annual quotas of crude petroleum and fuel oil entered, or withdrawn from warehouses, for consumption in any calendar year, not in excess of 5 percent of the total quantity of crude petroleum processed in refineries in the continental United States during the preceding calendar year. Imports in excess of the annual quotas are subject to the full tax of ½ cent a gallon, which is bound against increase. In addition, the present agreement provides for the binding of the duty-free status (as distinguished from the taxable status) of crude petroleum and fuel oil derived from petroleum.

§ Tariff No. 1733 Internal Revenue Code, Sec. 3422.

' Tariff No. 1733 Internal Revenue Code, Sec. 3451.

Latin American Exports Of Drugs Held by U.S.

—*Continued from page 5*

Details as to the value of United States exports to these areas during 1937 and 1938 are as follows:—

Destination.	1938.	1937.
Barbados	$27,004	$28,910
Bermuda	52,721	50,595
British Honduras	24,442	28,134
British West Indies, n.e.s.	46,816	58,812
Costa Rica	111,919	110,626
Cuba	1,415,326	1,554,076
Dominican Republic	141,529	124,740
El Salvador	126,752	107,932
French West Indies	3,287	1,771
Guatemala	134,456	131,319
Haiti	21,204	26,551
Honduras	141,194	144,171
Jamaica	165,959	147,790
Mexico	849,748	1,150,754
Netherland West Indies	91,881	69,383
Nicaragua	49,427	106,694
Panama	300,220	374,235
Trinidad and Tobago	88,086	74,994
Totals	$3,791,971	$4,291,487

The Chemical Division also reported that according to the "Revista de Estadistica, Junio de 1939," Mexico imported from all countries the following quantities of important items in the chemical and allied fields during 1937 and 1938:—

Item.	Metric tons 1938.	Metric tons 1937.
Acid, acetylsalicylic	74	53
Citric	93	79
Alcoholic solutions, ethers, and perfumes	22	26
Ammonia	489	837
Ammonium sulphate	2,679	4,079
Casein	199	179
Drugs and pharmaceutical specialties	218	312
Dyes, coaltar	959	1,093
Dynamite	377	656
Fertilizers, chemical	1,659	781
Glycerin	83	40
Iodine	4	8
Lac, gum	68	78
Matches	29	51
Medicines, capsules, pills, etc.	167	214
Medicinal solutions and preparations for injection	120	142
Oils, sulphonated	431	661
Paints and varnishes	814	1,731
Potash and soda carbonates	13,530	15,266
Cyanides	1,398	1,147
Nitrates	7,509	10,045
Quinine sulphate	7	10
Soda, caustic	16,145	18,258
Sulphur	5,760	10,173

U.S. Seeks Bids on Oil From Salt Creek Royalties

OPD Washington Bureau
November 8, 1939

Royalty oil accruing to the United States from government lands in the Salt Creek, Wyo., field will be offered for sale to responsible bidders for terms of one, three or five years, beginning January 1, 1940, the Secretary of the Interior announced today. Sealed proposals for the purchase of the royalty oil will be received in the office of the Secretary of the Interior on or before noon, December 1, 1939.

Petroleum Industry to Discuss Employer-Employee Relations

The University of Texas moved this week to swap ideas with the petroleum production field of Texas and the Southwest, announcing plans to hold a two-day conference in Austin, November 24-25, on the general problems of personnel selection and employer-employee relations.

J. V. Spachner has been elected a vice-president of the Container Corporation of America.

Industrial Uses of Chemicals and Related Materials

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(Parenthetical references are to the numbers of patents in the United States or other countries, as designated)

1-Amino-4-betachloroethylamino-2-methylanthraquinone

Dye

Reactant in making—
Synthetic dyestuffs
Starting point (Brit. 481942) in making—
Dyestuffs with affinity for cellulose acetate by reacting with—

Diethylanilin	Triethylamine
Dimethylanilin	Trimethylamine
Pyridin	Triphenylamine

1-Benzoylamino-4-betanaphthylaminoanthraquinone

Dye

In dye syntheses
Starting point (Brit. 461432 and 497971) in making—
Brownish-red and other anthraquinonoid vat dyestuffs with—

Amyl cyanide	Hexyl cyanide
Benzyl cyanide	Methyl cyanide
Benzonitrile	Nonyl cyanide
Butyl cyanide	Octyl cyanide
Decyl cyanide	Propyl cyanide
Dodecyl cyanide	Substitution products of benzyl cyanide
Ethyl cyanide	
Heptyl cyanide	

Cinnamylidenepicramic Acid, Normal

Insecticide

As an insecticide (U.S. 2155356)
Starting point (U.S. 2155356) in making—
Reduction products useful as insecticides

Diethyleneglycol Lactate

Ceramic

Plasticizer and softener (U.S. 2115700) in—
Compositions, containing cellulose esters or ethers, used as coatings for protecting and decorating ceramic products

Chemical

Plasticizer and softener (U.S. 2115700) for—
Cellulose esters and ethers

Cosmetic

Plasticizer and softener (U.S. 2115700) in—
Nail enamels and lacquers containing cellulose esters as base material

Electrical

Plasticizer and softener (U.S. 2115700) in—
Insulating compositions, containing cellulose esters, used for covering wire and in making electrical machinery and equipment

Glass

Plasticizer and softener (U.S. 2115700) in—
Compositions, containing cellulose esters or ethers, used in the manufacture of nonscatterable glass and as coatings for decorating and protecting glassware

Glue and Adhesives

Plasticizer and softener (U.S. 2115700) in—
Adhesives compositions containing cellulose esters or ethers

Leather

Plasticizer and softener (U.S. 2115700) in—
Compositions, containing cellulose esters or ethers, used in the manufacture of artificial leathers and as coatings for decorating and protecting leathers and leather goods

Metal Fabricating

Plasticizer and softener (U.S. 2115700) in—
Compositions, containing cellulose esters or ethers, used as coatings for protecting and decorating metallic articles

Miscellaneous

Plasticizer and softener (U.S. 2115700) in—
Coating compositions, containing cellulose esters or ethers, used for protecting and decorating various articles

Paint and Varnish

Plasticizer and softener (U.S. 2115700) in—
Paints, varnishes, lacquers, enamels, and dopes containing cellulose esters or ethers

Paper

Plasticizer and softener (U.S. 2115700) in—
Compositions, containing cellulose esters or ethers, used in the manufacture of coated papers and as coatings for decorating and protecting articles made of paper or pulp

Photographic

Plasticizer and softener (U.S. 2115700) in making—
Films from cellulose esters or ethers

Plastics

Plasticizer and softener (U.S. 2115700) in making—
Laminated fiber products
Molded products
Plastics from or containing cellulose esters or ethers

Resins

Plasticizer and softener (U.S. 2115700) in making—
Artificial resins from or containing cellulose esters or ethers

Rubber

Plasticizer and softener (U.S. 2115700) in—
Compositions, containing cellulose esters or ethers, uesed as coatings for protecting and decorating rubber goods

Stone

Plasticizer and softener (U.S. 2115700) in—
Compositions, containing cellulose esters or ethers, used as coatings for decorating and protecting artificial and natural stone

Textile

Plasticizer and softener (U.S. 2115700) in—
Compositions, containing cellulose esters or ethers, used in the manufacture of coated fabrics

Wood

Plasticizer and softener (U.S. 2115700) in—
Compositions, containing cellulose esters or ethers, used as protective and decorative coatings on woodwork

---

1:3-Dichloropropane

Chemical

Starting point (U.S. 2098239; Brit. 498225) in making—
Cyclopropane

Di-isobutylphenol

Disinfectant

New bactericide

Di-2-lepidyl Disulphide

Rubber

Accelerator (Brit. 474189) in—
Vulcanizing processes

Dimethylcyclohexylthiourea

Metallurgical

Inhibitor (U.S. 2071966) for—
Sulphuric acid pickling baths

Distearylpicene

Petroleum

Pourpoint depressant (Brit. 446716) in—
Dewaxing oils

Dodecyl Thiocyanoacetate

Disinfectant

Claimed (Brit. 481733) as—
Bactericide

Insecticide and Fungicide

Claimed (Brit. 481733) as—
Insecticide
Vermin exterminant

Ethyl-Mercury Nitrate

Agriculture

Seed disinfectant for control of—
Black-point or kernel smudge of cereals

Iron Ricinoleate

Lubricant

Inhibitor (Brit. 492516 and 497973) of—
Gummy formation in oils

Lead Nitrate

(Azotas Plumbicus, Azotate de Plomb, Bleisalpeter, Nitras Plumbicus, Nitrate de Plomb, Nitrato di Piombo, Nitrato de Plomo, Nitrato Plumbico, Plumbi Nitras, Plumbous Nitrate, Plumbum Nitricum, Salpetersauresbleioxyd)

Abrasive

Etching agent (U.S. 1482793) for—

Abrasives	Quartz
Corundum	Sand
Emery	Silica
Garnet	Silicon carbide

Adhesives

Process material (U.S. 1279276) in tinting—

Albumen	Gelatin
Dextrin	Gum

Analysis

Reagent in—
Analytical processes involving control and research in science and industry
Reagent in detecting—
Sulphides
Reagent in preparing—
Colorimetric standards for determining lead

Building Construction

Coating agent (U.S. 1364587) for—

Concrete	Mortar
Cement	

Ingredient of—
Cement (U.S. 1329374)
Waterproofing agent (U.S. 1364587) for—

Cement	Mortar
Concrete	

Cellulose Products

Process material (U.S. 1279276) in tinting—
Cellulose derivatives
Cellulose products

Chemical

Concentrating agent (U.S. 1236662) for—
Nitric acid
Oxidizing agent in—
Organic syntheses
Process material in making—
Acetic anhydride (U.S. 1153402)
Activated charcoal (U.S. 1520437)
Arsenic acid (U.S. 1296557)
Benzaldehyde (U.S. 1272522)
Butyric anhydride (U.S. 1153402)
Carbon catalyst (U.S. 1520437)
Catalysts (U.S. 1153502, 1239125, 1322291, and 1330772)
Chrome yellow (U.S. 1484088)
Lead arsenate (U.S. 1296557, 1344035, 1418848, and 1427049)
Lead chloride (U.S. 1460898)
Lead chromate (U.S. 1168417 and 1484088)
Lead nitrite (U.S. 1389511)
Lead sulphide (U.S. 1337380)
Lead trinitroresorcinate (U.S. 1424462 and 1443328)
Manganese dioxide (U.S. 1325129)
Nitrous acid (U.S. 1272522)
Potassium nitrate (U.S. 1296458 and 1296460)
Propionic anhydride (U.S. 1153402)
Sodium bromide (U.S. 1272522)
Starting point in making—
Lead mordants Lead salts

(To be continued)

Metatolyl Benzoate

Resins

Stabilizing agent (Brit. 492558) for—
Vinyl resin (inhibts embrittling and discoloring influence of light)

Ocimum Sanctum Oil

(An oil from the leaves of the sacred Tulsi plant, Ocimum sanctum)

Aromatics

Essential oil offering the following characteristics:—
Odor strongly suggesting that of cloves
Pale yellow color
Presence of carvacrol, eugenol, methyleugenol, caryophyllene

Paraoxybenzoyl Carbinol

Chemical

Reactant in—
Organic syntheses

Photographic

Hardening agent (Brit. 497023 and 499648) for—
Gelatin
Gelatin emulsions

Rosha Grass Oil

(An oil from the Rosha grass of northern India)

Aromatics

Essential oil offering the following characteristics:—
Specific gravity 0.977
Refractive index 1.4753
Optical rotation +0.27°
Saponification number 38.2

Thiouracil

Photographic

Antifogging agent (Brit. 452043) in—
Photographic processes (can be added (a) to the emulsion; (b) to an adjacent layer; (c) to the wrapping paper; (d) to the developer.)
Stabilizer (Brit. 452043) for—
Emulsions
Starting point (Brit. 452043) in making—
Derivatives and salts useful as emulsion stabilizers and antifogging agents

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CINCINNATI FIRM established over twenty years and covering the State of Ohio and also Louisville, Kentucky, would be interested in representing A-1 producers of oils, pigments, chemicals or other raw materials. BOX 582, Oil, Paint and Drug Reporter.

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ARE YOU completely satisfied with your distribution in New England? Established manufacturers' agent with a capable organization, located in Boston, doing an excellent business in New England with the drug, hardware, chemical, paint, lacquer, leather and textile trades, both direct and through jobbers, is now expanding facilities and is desirous of obtaining one additional line of high quality products. This concern has been established over twelve years and can give best of references both as to character and ability. BOX 602, Oil, Paint and Drug Reporter.

Capital Offered

IF COLOR manufacturer wants capital, am willing to listen to any proposition. Know the business. BOX 607, Oil, Paint and Drug Reporter.

Equipment Offered

FOR SALE—Two 6x8 ft. pebble mills, 16x40 roller mills, 12x30 roller mills, 9x24 roller mills, 15 to 40-gallon pony mixers, lead mixers. Sell us your surplus equipment. Irving Barcan Company, 30 Church street, New York City.

FOR SALE—Lehman 213-W high speed, 3 roller mill, with 13½ by 36-in. rollers, two 80-gal. J. H. Day post mixers. Excellent condition. Must sell quickly. BOX 603, Oil, Paint and Drug Reporter.

FOR SALE—Eppenbach No. 2 horizontal type colloidal mill; Ross 16-in. by 40-in., 3 roll horizontal roller mill; National equipment 5 roll, roller mills; ink or carbon jacketed mixers, all sizes; Anderson No. 1 expeller; Shriver 18-in. by 18-in. filter press; steam jacketed cooking and mixing kettles, all sizes; many other ready-to-ship bargains, all rebuilt and guaranteed, send for catalog. Union Standard Equipment Co., 320-22 Lafayette street, New York City. We pay cash for single machines or entire plants.

Equipment Wanted

WANTED—For chemical plant, filter press, jacketed kettle, vacuum dryer, powder mixer, pulverizer. BOX 593, Oil, Paint and Drug Reporter.

WANTED—Dry powder mixers, pony mixers, and 3 roll roller mills, high and slow speeds, small size preferred. Give full details and best cash price. BOX 604, Oil, Paint and Drug Reporter.

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PLANT FOR SALE, rent, or sub-contract. Steam power. Various sized tanks total one million gallons. Five one-half acres in open country. Within sixty miles New York and Philadelphia. Heavy industrial laboratory, railroad siding. Plant now operating. May be used any purpose. BOX 594, Oil, Paint and Drug Reporter.

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Positions Vacant

EXPERIENCED TABLET manufacturer, capable of assuming full responsibility for entire plant production is desired by a well established pharmaceutical house located in New York City. Excellent opportunity both from standpoint of salary and working conditions assured. Answers treated confidentially. Applicants requested to state in detail experience and special qualifications. BOX 600, Oil, Paint and Drug Reporter.

Positions Wanted

DRUGS, CHEMICALS, allied trades—wholesale buying and selling—thoroughly experienced man available for domestic market or export-import trade. Interview solicited. BOX 597, Oil, Paint and Drug Reporter.

EXPERIENCED in buying and selling spices, crude drugs, etc. I offer my services in any field where such knowledge would be useful. BOX 598, Oil, Paint and Drug Reporter.

CHEMICAL SALESMAN with contacts in metropolitan New York districts; familiar with all phases of marketing; desires to make new connection offering wider opportunity. Linguist. BOX 605, Oil, Paint and Drug Reporter.

Positions Wanted

A FLEDGLING wants a job. Chemical engineer. Age 20, Master's degree 1939. Thesis on counter-current solvent extraction. Plant design of pulp mill for bleached sulphite using southern pine. Physical chemistry, organic chemistry, product control, metallurgy, electro-chemistry, French and German. Any job, anywhere, from plant process to development. BOX 599, Oil, Paint and Drug Reporter.

Services Offered

CHEMIST and chemical engineers—if you are now unemployed send your complete chronological record of education and experience to Chemist Advisory Council, 300 Madison avenue, New York City.

Services Wanted

OIL REFINER wanted. Edible oil manufacturer desires to contact a reliable oil refining concern, capable of totally deodorizing and decolorizing quantities of oil in 100 to 150 drum lots. BOX 601, Oil, Paint and Drug Reporter.

Surplus Stock

HIGHER MARKETS—Sell now. Wanted—surplus or off-grade waxes, chemicals, greases, oils, botanicals, solvents, aromatics, gums, metals. Also, wastes, by-products, residues. Single lots. Entire plants. Chemical Service Corp., 237 Fourth avenue, New York. STuyvesant 9-0133.

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2—24 in. Badger Copper Rectifying Columns, complete—others 8 in. to 72 in.
2—Vallez Rotary Filters, 25 filter plates; about 450 sq. ft. of filtering surface.
1—Devine 3 ft. x 9 ft. Double Bronze Drum Rotary Vacuum Drum Dryer.
2—Devine 5 ft. x 30 ft. Rotary Vacuum Dryers.
1—Shriver 42 in. x 42 in. cast iron filter press, plate and frame, 30 chambers.
12—10 ft. x 30 ft. Vertical Closed Steel Storage Tanks, 18,000 gals.
1—400 gals. Stainless Steel Jacketed Kettle.
4—Bartlett and Snow Steel Jacketed Agitated Digestors, 1600 gals.
18—Jacketed Copper and Aluminum Kettles 20 gals. to 500 gals.
1—Proctor and Schwartz 4-truck Dryer, 1000 sq. ft. drying surface.
1—W. & P. Vacuum Mixer, 100 gals.; other W. & P.'s 2-gals. to 2650 gals.
7—3-roll Roller Mills, up to 16 x 40.
12—Vacuum Shelf Dryers, all sizes.
12—Ball Mills, 10 gal. to 500 gal.

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Fertilizer Materials

Markets at Other Centers

—Continued from page 65.

coast. The market is listed at approximately $4.25 and 10c. per unit-ton for resale down the bay, with Carolina scrap offered at $50 per ton.

TANKAGE.—The market is quiet, with last confirmed sale of 9 and 10 material negotiated at $3.25 and 10c. per unit-ton.

SUPERPHOSPHATE.—This product has finally yielded to the uuward trend of the market and is now held at $8.50 per ton for run-of-pile, with 16 percent milled and screened supplies at $9 per ton.

Chicago, Nov. 8.—A somewhat irregular market has been developing. Some blood trade interest is noted. Tankage is in moderate call with few price changes reported. Bone materials are mostly marking time.

BLOOD.—Principal grade, $3.60 per unit of ammonia.

TANKAGE.—High grade, feeding, $3.75 to $4 and 10c.; hoof meal, $3.10 to $3.15; liquid stick, $2 to $2.50.

BONE MATERIALS.—Ground, steamed bone, 1¼ and 60 percent, $24 to $25; 3 and 50 percent, $29 to $30; 4½ and 50 percent, $30 to $32; grinding hoofs, pigs' toes and waste horn materials, $40 to $45; cattle jaws, skulls and knuckles, $25 to $27; beef cracklings, soft pressed, $45 to $50; pork cracklings, soft pressed, $55 to $60; hard pressed cracklings, per unit of protein, 85c. to 90c.

San Francisco, Nov. 8.—Trading has become so light in most items that the situation is nominal in many respects. Last week saw some renewed activity in sardine meal, but purchasing in other organics and chemicals was restricted. Ruling prices are:—

SULPHATE OF AMMONIA.—Sellers have withdrawn from the market.

SUPERPHOSPHATE.—Domestic, quoted at 75c. per unit in bulk, f.o.b. producer's plant, San Francisco Bay. Bags, quoted at 85c. per unit. Foreign material nominal.

NITRATE OF SODA.—100-pound bags, $29 per ton ex-vessel or warehouse; 200-pound bags, $28.30 per ton ex-vessel or warehouse.

AMMONIA PHOSPHATE.—Eleven percent N. and 48 percent P.A. material is quoted at $54 per ton cars, ports, and $1 per ton extra for delivery inland. Sixteen and 20 percent material, quoted at $43 per ton ports, and $44 per ton inland, subject to confirmation.

FISH MEAL.—California sardine meal, f.a.q., is quoted on the basis of $49 to $50 per ton, f.o.b. production points, San Francisco/Monterey for nearby or prompt shipment.

TANKAGE.—Unground, fertilizer grade, wet rendered, domestic, quoted at $4 and 10c. per unit-ton, nominally, f.o.b. cars, South San Francisco. Dry rendered, ground, quoted at $60 per ton, f.o.b. cars, South San Francisco; unground, dry rendered, quoted at 95c. per unit of protein, f.o.b. cars, South San Francisco.

BLOOD MEAL.—Domestic is quoted at $3.50 per unit, f.o.b. cars, Los Angeles.

BONE MEAL.—Bone meal, depending upon quality and seller, is quoted at from $29 to $34 per ton, delivered Pacific Coast ports.

Bids Wanted

Ammonium Picrate:—1,060,000 pounds for Yorktown; Bureau of Supplies & Accounts, Navy Department, Washington; schedule 7725, opening November 21.

Barium Carbonate:—12,000 pounds; Commanding Officer, Picatinny Arsenal, N. J.; procurement 658, opening November 20.

Cadmium Salts:—Supplies of; Commanding Officer, Picatinny Arsenal, N. J.; procurement 618, opening advanced from November 29 to 17.

Drugs: — 388 items; Assistant Director, Bureau of Prisons, Department of Justice, Washington; procurement 2067, opening November 22.
56 items; Purchasing & Contracting Officer, Medical Section, Fort Mason, Calif.; procurement 928-6, opening November 17.

Gasoline:—4,000 gallons; U. S. Engineer Office, Fort Peck, Mont.; procurement 99, opening December 5.

Gas, Propane:—36 drums of butane or propane gas for cooking; U. S. Engineer Office, First District, New Orleans; procurement 131, opening November 14.

Limestone:—308 tons; State Procurement Office, Harrisburg, Pa.; procurement 408-2550, opening November 15.

Oil, Fuel:—Supplies for region 1, during a 3 or 6 months period beginning January 1, 1940; Procurement Division, Treasury Department, Washington; procurement 21358-FO, opening November 14.
Supplies for region 5 during a 3 or 6 months period beginning January 1, 1940; Procurement Division Treasury Department, Washington; procurement 21384-FO, opening November 20.

Paint:—1,000 gallons; U. S. Engineer Office, P. O. Box 97, Memphis, Tenn.; procurement 118, opening November 14.
Supplies of; Quartermaster Depot, War Department; procurement 950-88, opening November 24.
1,500 gallons acidproof black; Commanding Officer, Picatinny Arsenal, N. J.; procurement 654, opening November 17.

Potash Chlorate:—40 pounds; Commanding Officer, Picatinny Arsenal, N. J.; procurement 655, opening November 17.

Scouring Compound:—6,000 pounds; General Purchasing Agent, Panama Canal, Washington; schedule 3726, opening November 27.

Soap, Laundry:—7,500 pounds; General Purchasing Agent, Panama Canal, Washington; schedule 3726, opening November 27.
Powder:—20,000 pounds; General Purchasing Agent, Panama Canal, Washington; schedule 3726, opening November 27.
Toilet:—5,000 cakes; General Purchasing Agent, Panama Canal, Washington; schedule 3726, opening November 27.

Soda Phosphate:—10,000 pounds; General Purchasing Agent, Panama Canal, Washington; schedule 3726, opening November 27.

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Trichlorethylene: — 10,200 pounds; Commanding Officer, Springfield, Mass.; procurement 159, opening November 17.

Wax, Floor:—3,000 pounds; General Purchasing Agent; Panama Canal, Washington; schedule 3726, opening November 27.

Mutual Drug Suit Dismissed

Cleveland, Nov. 7, 1939

A suit seeking the appointment of a receiver for the Mutual Drug Company, filed in January, 1939, by Terance Scullin, a stockholder, was ordered dismissed today by Common Pleas Judge Merrick. Judge Merrick held that "the plaintiff had not made a case sufficient to require that the defendants be compelled to put on any evidence in contravention."

D. P. Woolley has resigned as a vice-president of Standard Brands, Inc., this city.

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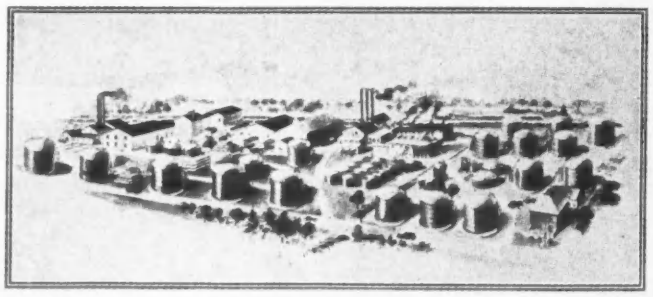

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